HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, SEPTEMBER 25, 1909 NO. 39.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Houses.

Poultry Netting
—"Lysaght's" Make—
Thoroughly galvanized and well woven
STOCK OR IMPORT
John Lysaght, Limited
Makers
Bristol, Newport and Montreal
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Let Us Give You a Pointer!
THE 1909 STOVE-PIPE
Diamond Damper



will prove a very profitable line for you to handle, and will surely influence other stove and heating business to your store.

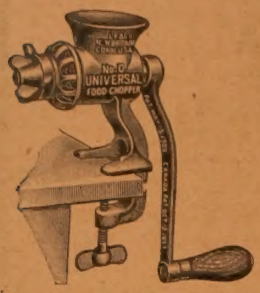
It is made with all-metal stem, and can easily be inserted in any pipe. Diamond Dampers are of CANADIAN MANUFACTURE.

Order from your jobber.

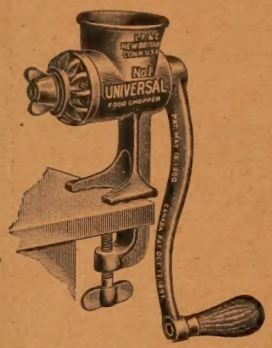
The Taylor-Forbes Co., Ltd.
Head Office and Works:
Guelph : Ontario

TAYLOR-FORBES CO., Limited 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS' AGENCY, London, England

Don't Wait for Something to Turn Up. Try a "WANT AD."



No. O
Will chop 1½ lbs. Meat per minute.



No. 1
Will chop 2 lbs. Meat per minute.

No. 2
Will chop 2½ lbs. Meat per minute.

No. 3
Will chop 3 lbs. Meat per minute.

UNIVERSAL FOOD CHOPPERS

Are fitted with **Concave Cutters** so made that constant use keeps the edges sharp.

WITH A UNIVERSAL

Meat, Fruit and Vegetables can be cut in neat, uniform pieces any size desired.

Three different size cutters and one nut butter grinder with each machine.

EASY TO SELL
TO TAKE APART
TO CLEAN



UNIVERSAL MARKET CHOPPERS

FOR BUTCHERS' AND HOTEL USE

TO SCREW TO TABLE LIKE CUT

No.	321	331	304
Capacity	2½ lbs.	3 lbs.	4 lbs. per minute.

WITH CLAMP TO ATTACH TO TABLE

No.	323	333
Capacity	2½ lbs,	3 lbs. per minute.



Every Part of a Universal Chopper is Strong and Heavy. They are Made for Service.

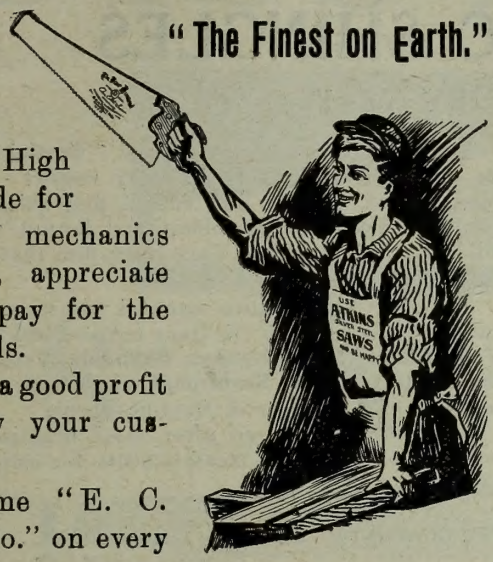
Caverhill Learmont & Co

Montreal and Winnipeg

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis, Indiana, U.S.A.

CUSTOM CATCHERS

Particularly in the case of AXE HANDLES, quality is the determining feature as to where the trade will go.

If you stock

STILL'S AXE HANDLES

you will be influencing a trade to your store which will prove exceedingly profitable. They are Gilmour shaped, and are made only of the very choicest, carefully selected and thoroughly seasoned timber.

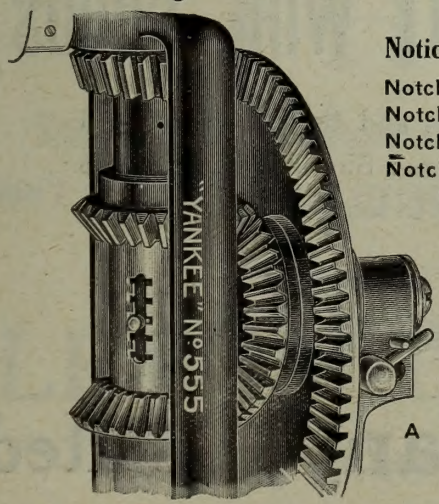
Specify STILL'S

List and discounts on request.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - ONTARIO.

"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings

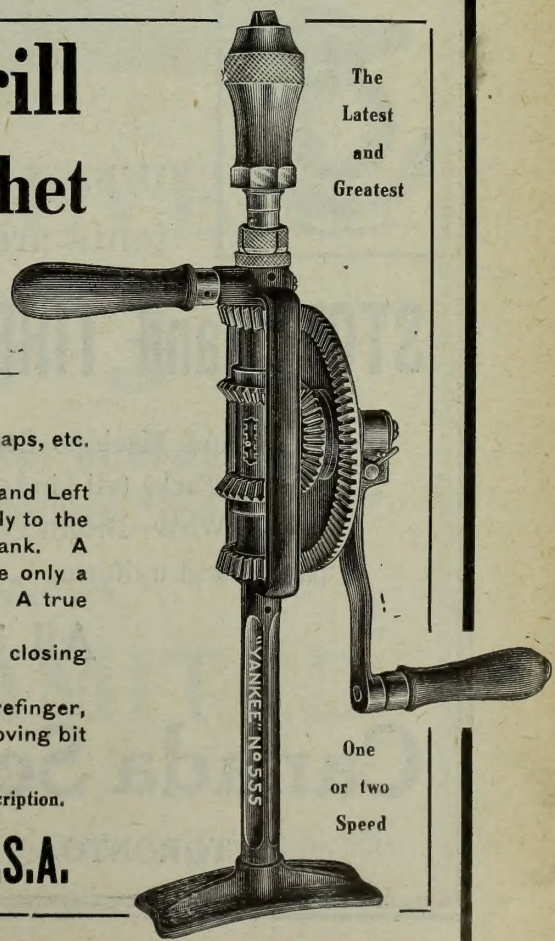


A

Notice the little shifter between the gears:—

Notch 1—gives you a plain drill.
Notch 2—A Left Hand Ratchet for removing taps, etc.
Notch 3- A Right Hand Ratchet.
Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
Notch 5—Locks drill for opening and closing chuck.
Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

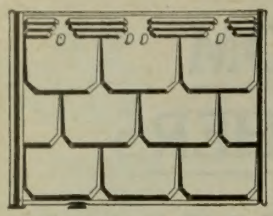
Sold by leading jobbers. Write for full description.



The Latest and Greatest

One or two Speed

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



"EASTLAKE"
METALLIC SHINGLES
BEST BY TEST

Make all your customers permanent ones—do not experiment; sell them goods that you **know** will give satisfaction—goods that have **proven** themselves.

25 years ago, after months of experimenting and designing by our experts, in deciding on just the right requirements, we began manufacturing "**Eastlake**" Steel Shingles. We have never changed the first design—in fact, time has shown that it could not be improved upon. We can show you roofs that were covered with "**Eastlake**" shingles the first year and are in perfect condition to-day. Is not this proof that we selected the right design and used the best material—a 25-year actual test proves them the best.

Tell your customers you know "**Eastlake**" shingles are the most satisfactory in every respect — fireproof, weatherproof, durable and easiest and quickest to lay. You are backed by the oldest and largest sheet metal building material firm in Canada—a firm that has always "protected the trade."

The same high quality material and manufacture has placed all our goods in the front rank. **Steel Ceilings and Walls, Siding, Lath, Cornices, Skylights, Ventilators, Finials, Conductor Pipe, Eavetrough,** and a complete line of Architectural Metallic Goods.

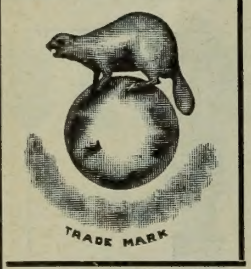
Look around you—go after those unsatisfactory roofs; send us measurements for estimates.



"To my mind AN ACTUAL TEST is much safer than one of those PAPER GUARANTEES that will not hold water."
—The Philosopher of Metal Town.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1672



Jobbers

When you see this Trade Mark on a package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS;

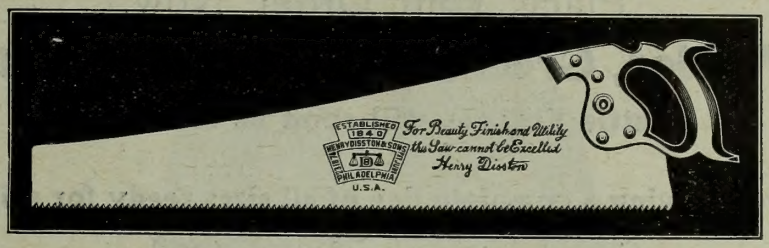
Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All jobbers supply our goods.

Canada Screw Company, Limited

TORONTO HAMILTON MONTREAL

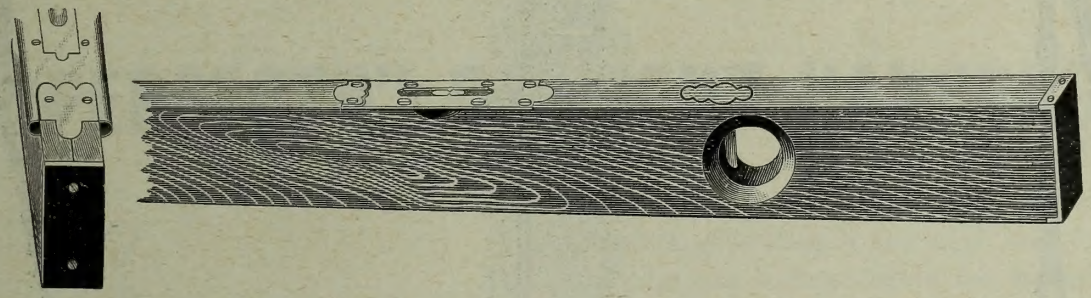
DISSTON'S



SAWS



FILES



PLUMBS AND LEVELS

THE BIG 3

Staples that are necessary to run a first-class retail hardware store.
Don't waste your time trying to sell your customers something "just as good."

Prompt Attention Given to Mail Orders.

LEWIS BROS., LIMITED

Importers and Distributors

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

CATTLE FIXTURES

Place Your Order Now.

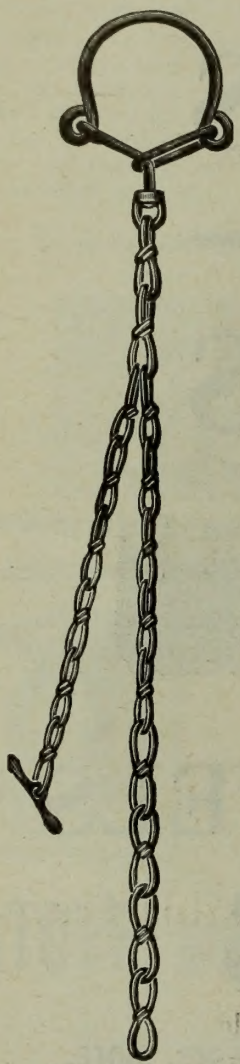
Electric Welded, Greening and English Cattle Chains

Cattle Fixtures will soon be in Season

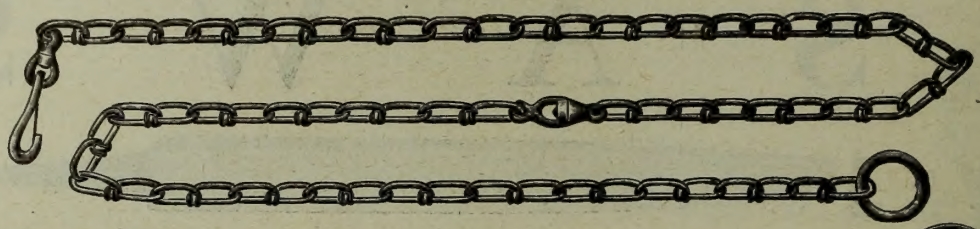
Get our prices **Good paying line**

We are carrying a complete line of all sizes ready for shipment.

Send us your Stock Order.

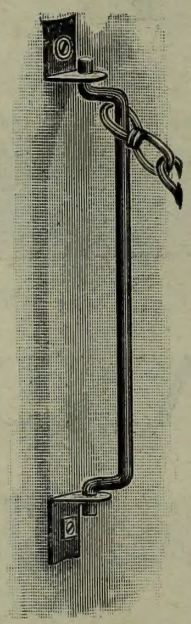


Open Ring "Greening" Cattle Chains.

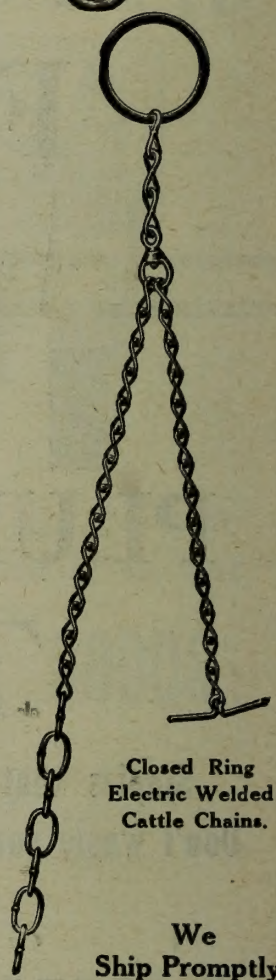


Tie-Out Chains—Made in 20, 30 and 40 ft. lengths.

Stall Fixtures



Swing Stall Fixtures.



Closed Ring Electric Welded Cattle Chains.

Largest Stock in the Trade.

Ask our travellers to quote.

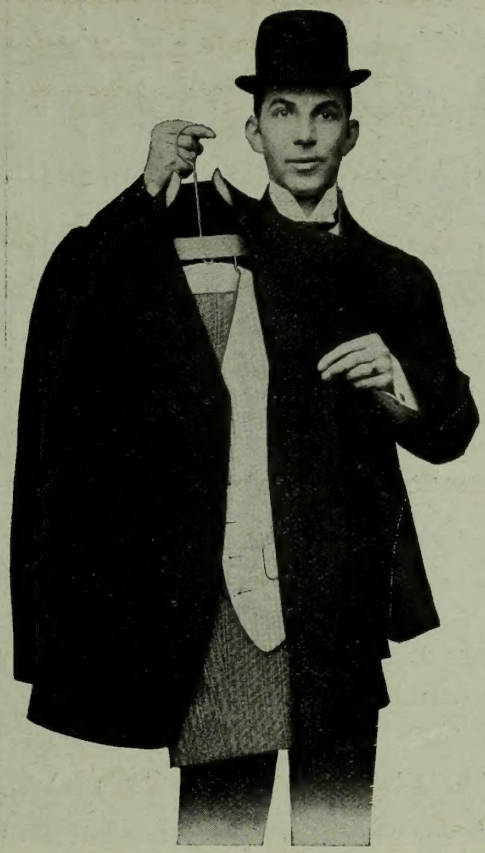
We Ship Promptly.

We Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

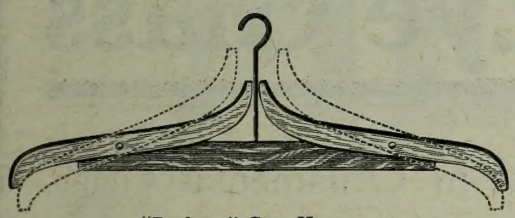
Montreal : : : : : Canada



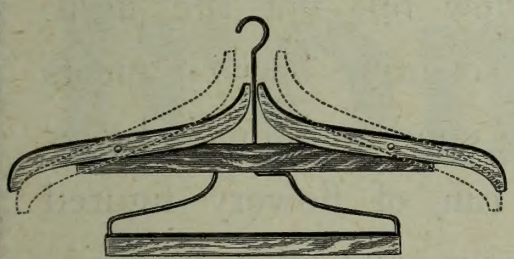
Buy This Line From Us Now

Remember the Name—

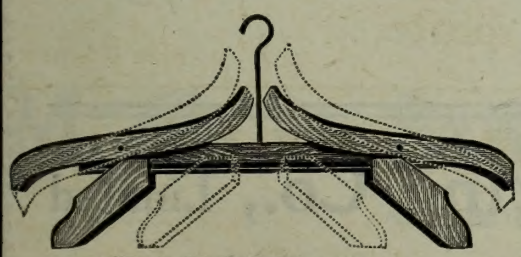
"PERFECTO" GARMENT HANGERS



"Perfecto" Coat Hanger



"Perfecto" Suit Hanger—Coat, Pants and Vest



"Perfecto" Ladies' Suit Hanger

are very simple in their action, but once use them, that is, give them a fair trial, and you will find they are indispensable for keeping your clothes in a correct shape—and everyone likes to have his or her suit looking nice and in proper shape.

Your Coat or Suit is Sensibly Hung

It is all in the wood pivot rocking arms, which just fit in under the shoulder of your coat, at the same time keeping the collar properly erect. Try this line—you will notice the difference at once. "Perfecto" is best by a test.

H. S. HOWLAND, SONS & CO.

Limited

Wholesale Hardware Merchants

We Ship Promptly TORONTO Our Prices Are Right

GRAHAM NAILS ARE THE BEST



It's time that tells in saw service. Don't buy a saw that will last but a short time. Buy a saw that you can hand down to your grandchildren with pride in its sawing qualities.

Disston Saws

The Saws With a History

have been giving universal satisfaction for nearly seventy years. Hundreds are in use to-day that were made long before the Civil War.

Disston Saws are manufactured from our own Special Steel under the constant supervision of noted experts; steel particularly adapted for saw purposes, hardened and tempered by our patent process. Every inch of steel is perfect, every tooth is a clean cutter, and every saw is the best money can buy.

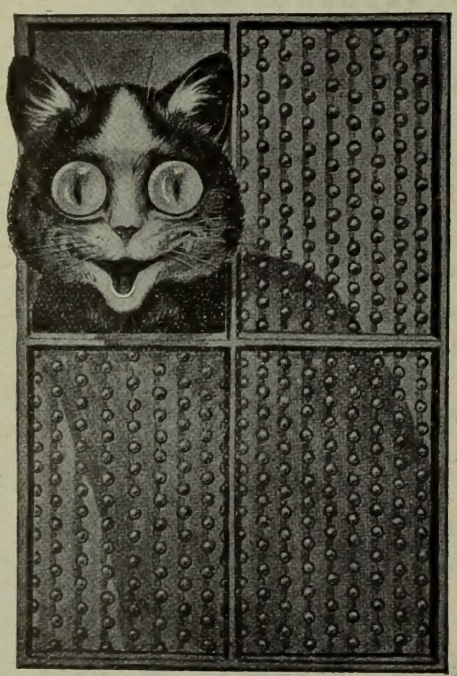
Avoid the irritation of constant saw troubles—save time, money and temper—by adopting and using a Disston whenever there's sawing to be done.

It's yours—The Disston Hand Book on Saws; a mine of saw information that interests Manufacturers, Contractors, Builders, and even the Man-About-the-House. A request brings it FREE. Address:

HENRY DISSTON & SONS, Incorporated

KEYSTONE Saw, Tool, Steel and File Works

PHILADELPHIA, - - - PENNSYLVANIA



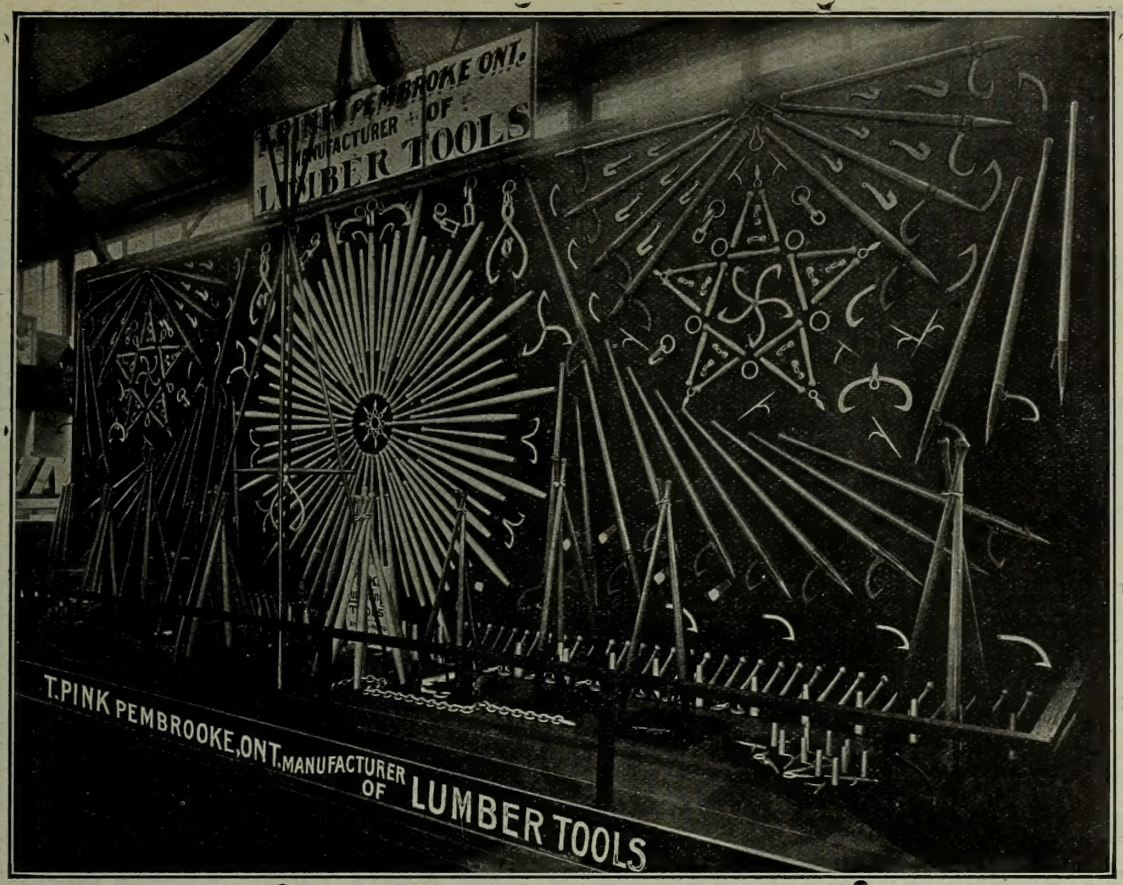
Cat's Eye Glass

This is the latest in Ornamental Glass. It obscures the view but not the light. Being made on a scientific basis it meets the present building conditions much better than the general run of flowery figured designs. Write our nearest office for price and sample.

The HOBBS Manufacturing Co., Limited

FACTORIES AND WAREHOUSE

TORONTO LONDON WINNIPEG



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

METALS

Iron and Steel

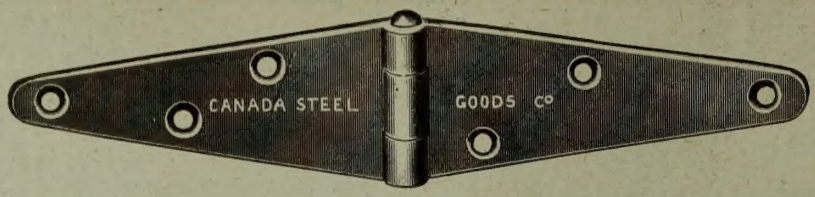
M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Crescent Brand

Registered



IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

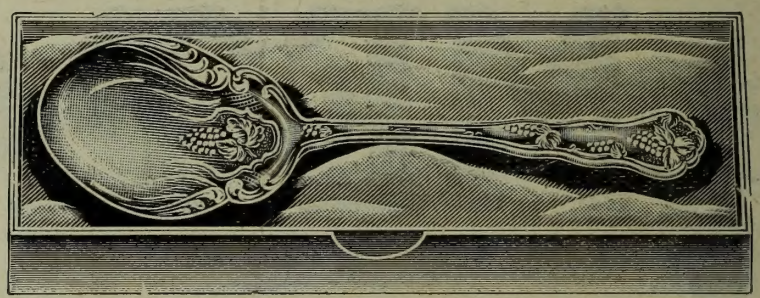
This Elegant Grape Pattern

Berry Spoon

SELLS AT SIGHT

Made of Standard A1 Plate, with either silver or gilt bowl.

They are veritable custom catchers and trade builders.



Order from your Jobber

The McGLASHAN CLARKE CO., Ltd., - Niagara Falls, Canada

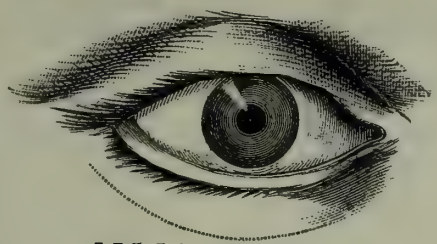
AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

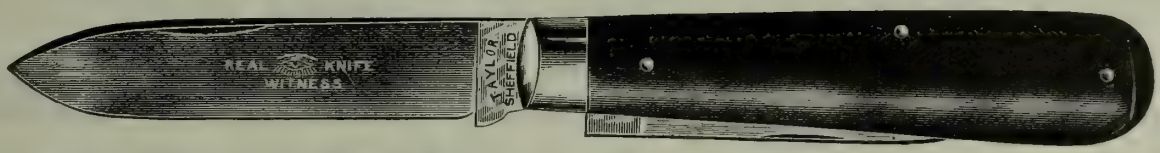
TAYLOR'S



WITNESS

CELEBRATED

CUTLERY



KEEN EDGE TRUE STEEL



MANUFACTURED IN SHEFFIELD, ENGLAND

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

WRITE FOR CATALOGUE AND PRICES

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE MARK

W&B

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Why not sell **STRUCTURAL STEEL?**

Every day sees more steel being used in every class of building. Why not get after this profitable trade which is right in your line? We will quote you close prices, protect your interests, and assist you all we can.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



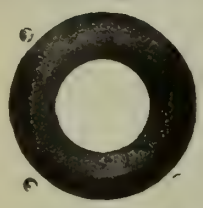
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices *Prompt shipment.*

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



THE "DILLON" HINGE STAY FENCE

is the ***BEST*** because it has joints in the upright at every strand wire, and gives under pressure without bending the stays. It will always stay up and never sag. The mesh is square and the fence is flexible and no dearer than inferior fences. You can handle this line with much profit. Send for catalogue.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Metal Side Walls

Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

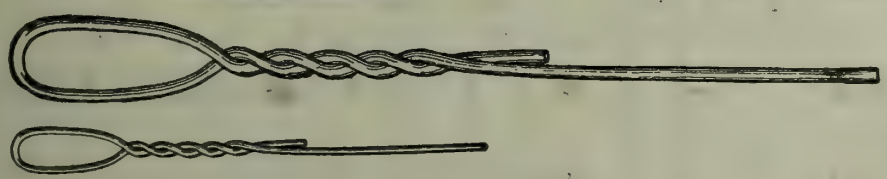
METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL



Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and



Single Loop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

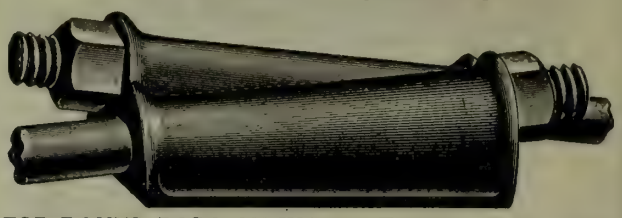
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFIC*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

TANK LUGS

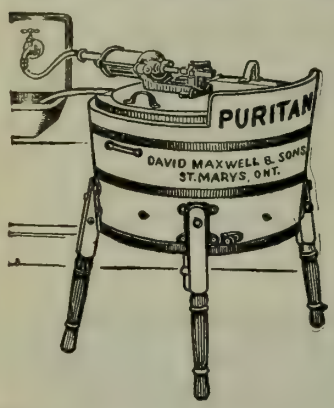


FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. *Limited*



YOU CAN MAKE BIG SALES

of the new "Puritan" Motor Washer. It is the regular "Puritan"—which you have found such a good seller—with the addition of a simple, compact, durable water motor, that works on a lower pressure than any heretofore made. The

"Puritan Motor Washer"

costs nothing to run in a town with water works, and it takes practically all the hard work out of wash-day. Naturally, it is selling fast and earning good money for up-to-date dealers.

David Maxwell & Sons - St. Marys, Ont.

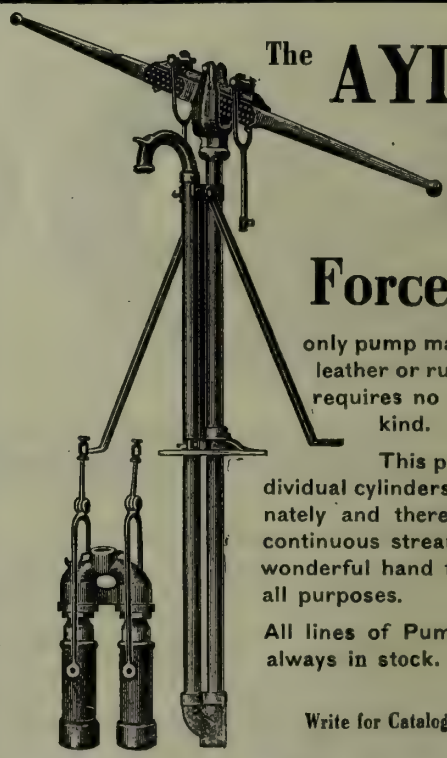


Sure as the Sun rises tomorrow there will be a heavy demand for all goods this coming season. To many dealers McDougall Pumps in the past have been conceded their most satisfactory line and our constant aim is to improve. We therefore anticipate a largely increased business this year and will always maintain the Standard Quality "Aremacdee."

Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

Catalogue certainly for the asking

The R. McDOUGALL CO.
Galt, Canada LIMITED



The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - ONTARIO
Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

"I will a round unvarnish'd tale deliver."

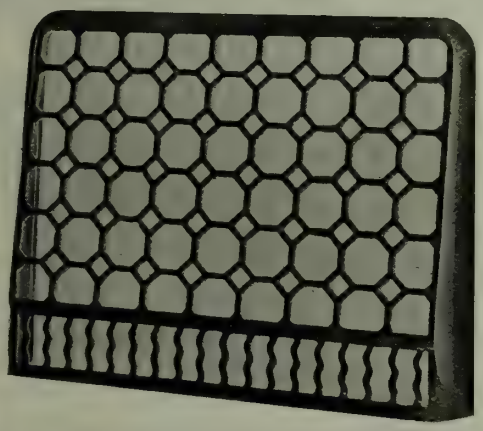
A plain statement in homely words always carries weight! Here it is. There is no more profitable line for you to handle than the

BRUSHES, BROOMS AND WOODWARE

MADE BY

Thomas Bryan, Limited, London, Canada

*Western Representatives:—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***



Here's a Specialty

that is at once attractive, artistically designed and effective. The

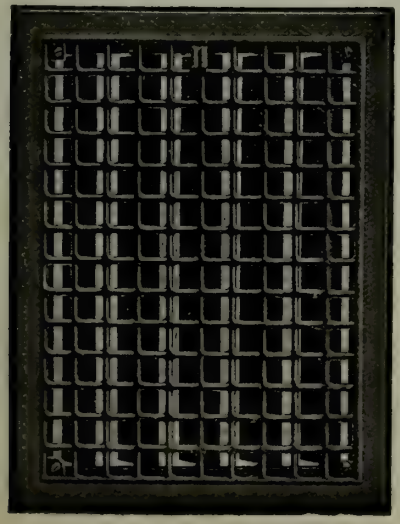
"DOMINION"

COLD AIR INLET

matches our side wall register, and is made in three stzes of japanned black, electro-plated, oxidized copper, and nickel-plated.

Let us have your enquiry right away.

Manufactured by **A. Welch & Son** *TORONTO Canada*



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. **Office: CHICAGO, ILL**

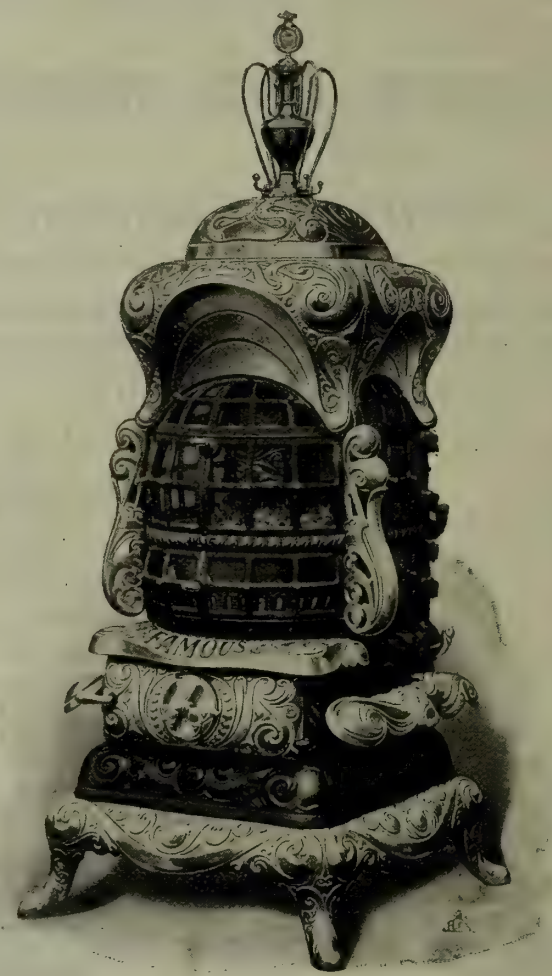


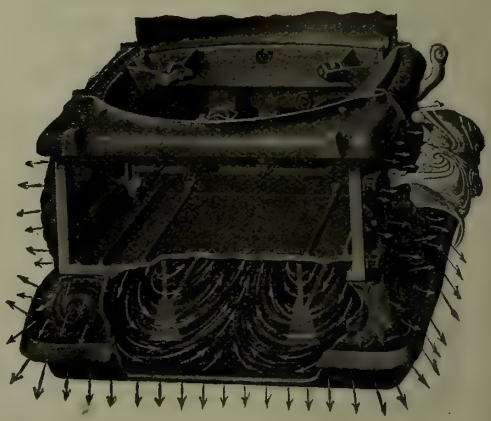
The Famous "Three-Flue" Base Burner

A Problem in Cause and Effect.

Our latest and best production in the Base Burner line is now on the market, made in three sizes, one size with oven. It gives six times the heat of the ordinary Base Burner, due to its scientific flue construction. The minor accessories are equally first class, such as duplex nickel, removable nickel parts, etc. There are also other features, such as double mica door, catch, removable fire-pot, double gas cover, etc.; but the flue construction is the basis of success of the "three-flue" Base Burner.







No. 400 SERIES.

Circulation and Radiation equal the 400 Series Base Burner.

Do you want a Booklet?

London, Toronto, Montreal, Winnipeg,

McCLARY'S

Vancouver, St. John, N. B. Hamilton, Calgary.

GARNET "GOOD CHEER" RANGES



with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba



"Jewel" Stoves and Ranges

All that is best in range construction is embodied in the

Dominion Jewel

Cast Iron Range, cut of which is here shown.

No better cooking apparatus has yet been produced.

☞ Perfect fire box and improved duplex grate.

☞ Large, square, ventilated steel oven.

☞ Notice how the grate can be pulled out through end door, the frame or rest forming a double track on which grate slides easily.

Every variety of Steel and Cast Iron Cooking Stoves and Ranges, Heating Stoves and Warm Air Furnaces are manufactured by

The Burrow, Stewart & Milne Co.
HAMILTON Limited

A most attractive and entirely effective Oak Stove is the

"EMPIRE OAK"



Although this stove is quoted at a figure considerably lower than most Oak Stoves, the quality, construction and finish are of the first grade. It is only our exceptional facilities for stove production which enable us to produce this stove at its present low figure. It will burn coal, coke or wood, and is made in four sizes. Shipment, as a rule, the same day order is received. Send to-day for prices.

Stocks carried in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

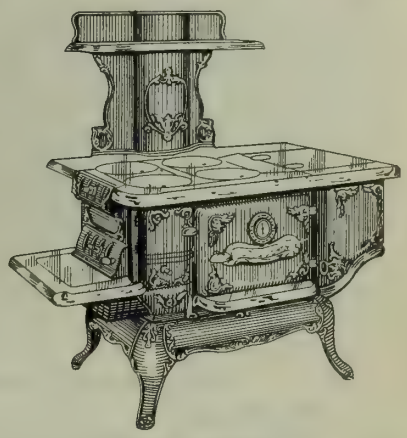
UNEQUALLED VALUE

Two leaders in cast iron ranges that are unbeatable in quality and price. :: ::

The "CROWN PRINCE"

AND

"IMPERIAL-OXFORD"



"CROWN PRINCE"
With High Shelf and Reservoir

¶ A splendid, low-priced range is the "Crown Prince."—Just newly out.—The surprise tit-bit of the recent Toronto Exhibition—and worthily so. Its a winner sure and the dealer who faces competition should have the "Crown Prince" on his floor. Practical demonstrations have proven it the fastest, quickest baker with the least fuel consumed.

THAT'S A GOOD TALKING POINT TO START WITH

The

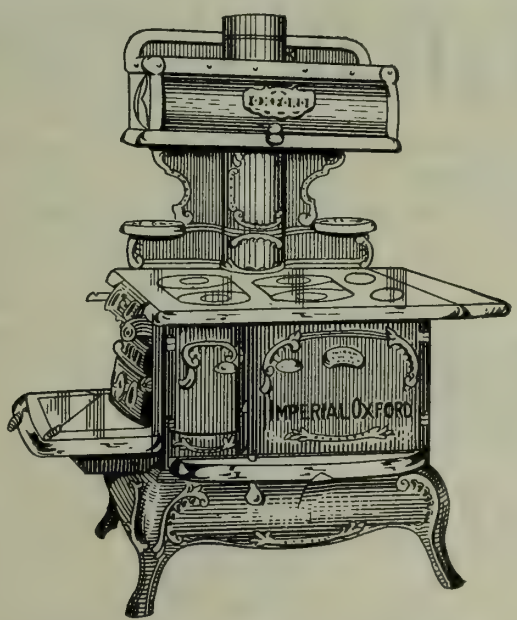
Imperial-Oxford Range

brings honor to its maker

—fortune to the dealer

—delight to the user

—THAT'S WHAT!!



The far-famed "IMPERIAL OXFORD"

The

Gurney-Oxford Line

offers more real helpful inducements to the ambitious dealer. If you don't grasp our meaning —and want to know

—DROP A CARD

GURNEY-OXFORD

The GURNEY FOUNDRY CO.

LIMITED

Toronto Hamilton Montreal Winnipeg Edmonton Calgary Vancouver

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND *LIMTIED*

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS', CABINET, FANCY AND NAVAL BRASSFOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

ARCHITECTS' OWN DESIGNS AND SPECIAL REQUIREMENTS CAREFULLY EXECUTED



Tortoise

COMBINATION

HEATING AND COOKING STOVE

WITH LOW OVEN

Quick and perfect bakers. Wherever this line has been introduced the sales have greatly increased. : : : : : : : : : :

MADE IN TWO SIZES, Viz., 504 and 505

Particulars and Prices Promptly Furnished Upon Request. : : : : : : : : :

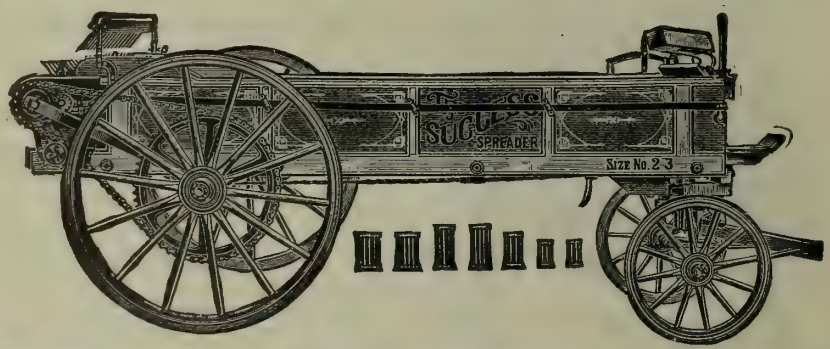
The Jas. Smart Mfg. Co., Ltd.

Winnipeg, Man. **Brockville, Ont.**

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders

Walking Plows of every description

Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webaseo & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.



X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



FOOD COOKED PROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FIRE ESCAPES.



HARDWAREMEN
You should get after Fire Escape business in your town. The Government demands fire escapes on all hotels and public buildings. Send us particulars and get our prices.
JAMES & REID - PERTH, ONT.

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Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

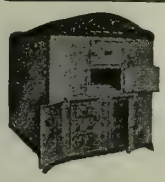
METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

PORTABLE OVENS.

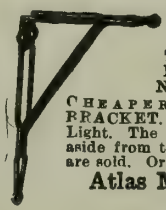


BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

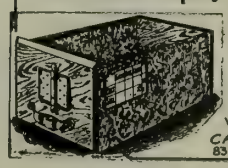
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto.

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

EMERY WHEELS.

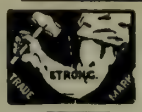


Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

TOOLS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.
CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog

SNAPS.

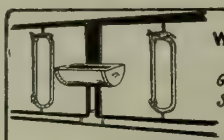
COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

STEEL TANKS.



GALVANIZED STEEL
WATER BOWLS & STANCHIONS
A new, up-to-date line.
GALV. STEEL THRESHERS TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.

Get our prices - they are low!

The Steel Trough & Machine Co., Limited
TWEED - ONT.

VENTILATORS.



Ventilators and Chimney Cowls

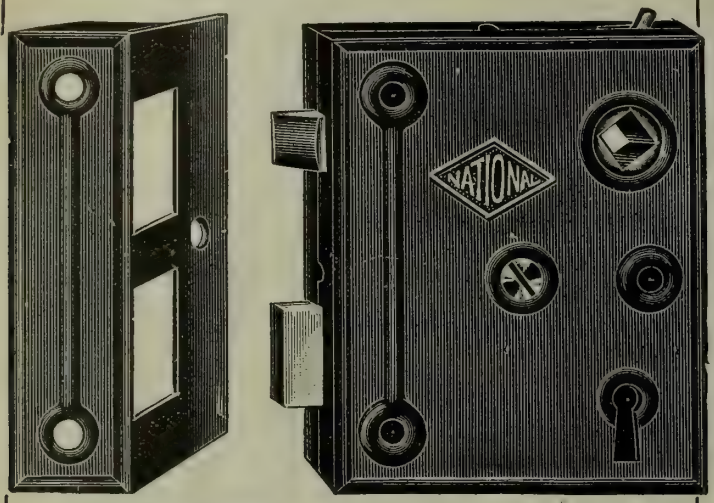
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

The Most Powerful Lever

you can use to move the builders' hardware trade to your store is the



National Steel Rim Lock

The Only Steel Rim Lock made in Canada

ASK YOUR JOBBER FOR THIS BRAND.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



GORDON & EAGAN Plumbers

Montreal, Dec 8th, 1905

J. W. Harris Mfg Co. Ltd.,
Montreal.

Gentlemen:
We have much pleasure in advising you that your "Zephyr" Ventilators installed by us have given every satisfaction.

Yours very truly,
Gordon & Eagan, 55c Metcalfe St.

Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

Do You Want Anything?

Try a Condensed Ad in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.



Lawn Fences

ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and erms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

THREAD, FIT and **FINISH** are perfect in



WATCH FOR THE DIAMOND

WHOLESALE ONLY

DIAMOND BRAND FITTINGS

THE OSHAWA STEAM AND GAS FITTINGS CO., Limited

OSHAWA, - - - CANADA

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

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CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.



Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ
13th St., Newark. N. J.



FOR WOOD FURNITURE

THE
Sliding Furniture Shoe

SUCCESSOR TO THE OLD FASHIONED WHEEL CASTOR

Made in all sizes for all kinds of furniture, metal beds and pianos. Two kinds: Mott Metal and Glass Base. Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives:
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Western Representatives:
G. W. Endress, - - Winnipeg, Man.
E. R. Bollert, - Vancouver, B.C.

Onward Manufacturing Co.
Berlin, Ont. Menasha, Wis.

JOSEPH RODGERS & SONS,

SHEFFIELD, ETC. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

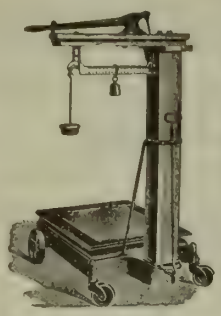
Sole Agents for Canada

James Hutton & Company
Montreal

Imperial Standard Scales

Are made in **ALL** styles, for **ALL** purposes and of **ALL** capacities.

For **ACCURACY OF ADJUSTMENT, DURABILITY** and **FINISH** they are uuexcelled.



This cut shows platform scale equipped with our **PATENT SWIVEL WHEELS** making it possible to turn the Scale easily in any direct on, within its own length, with all its wheels upon the floor, and no lifting by the operator is necessary.

Any platform scale of 1000 lbs. capac ty or over can be equipped in this way **WITHOUT EXTRA CHARGE.**

Over 400 varieties of Imperial Standard Scales are made by

THE

Burrow, Stewart & Milne Co.

LIMITED

of Hamilton, Ont., and they make also the well known and reliable

Champion Jewel Scales

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

Here We Are Again

The old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

HOCKEY STICKS



ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.

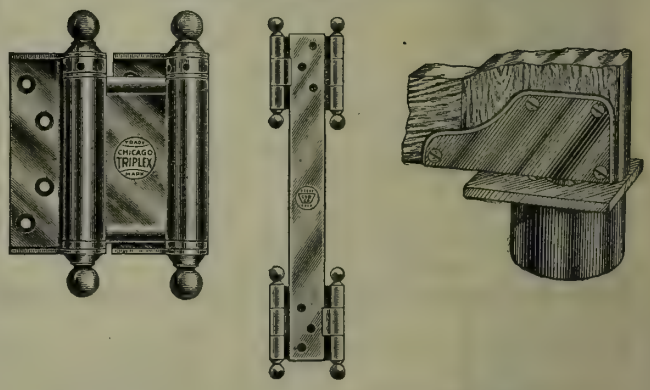
When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

PRESTON :: :: :: ONTARIO

CHICAGO SPRING BUTTS

TRADE CSB CO MARK



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

TRADE CSB CO MARK

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

SOMETHING NEW and GOOD

Boker's "TRIPLUS" Shears

Patent Spring Joint



Will last three times as long and do very much better work than the Regular Shears.

Give them a trial and you will never be without them.

All Leading Wholesale Hardware Firms Sell Them.

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of The Rut"; 'How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 219 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

For the Fall and Christmas

trade do not fail to carry a stock of

BUSTER BROWN

Children's Summer and Winter Coaster Express Wagons and Sleighs.

Handy around any House, Store or Farm.



NO.1 (SOLID)



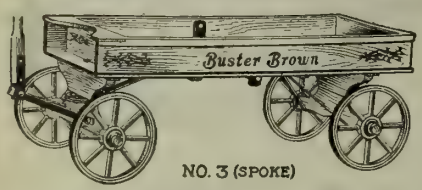
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Manufactured by

The Woodstock Wagon & Mfg. Co.

Limited

Woodstock, Ontario

When buying, buy the Best.

Sells at sight to every farmer

The "DAISY" Closet is

Easily Erected

—

Sanitary

—

Compact

—

Neat

—

Ventilated

—



This Indoor Earth Closet fills a long felt want, and is proving a very ready seller. Being made of metal, no odors can permeate it. Liberal discounts to the trade.

Write for Circular

PRICE $10.00

The Toronto Furnace and Crematory Co., Limited

72 King St., East - Toronto

THE WHITE MOP WRINGER



is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

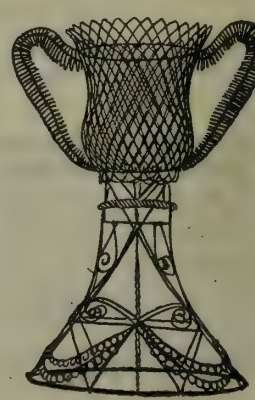
Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL



Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings,** etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons

KINGSTON, ONT.

Write for new Illustrated Catalogue.

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.



HAND-MADE

Hockey Sticks ::

Our hand-made hockey stick has for years been the favorite with the leading amateur and professional players and its superiority is acknowledged. We use nothing but the finest selected and thoroughly seasoned rock-elm in its making and guarantee every stick perfect. Write us for full description and prices on this and our full line of Hockey Goods.

The Hingston Smith Arms Co.
Winnipeg, LIMITED Man.

A Bountiful Harvest

Has been gathered in all over the Dominion of Canada, and the business prospect is good for another year.

Fall ploughing and seeding is now in order. The Alabastine Company offer their heartfelt thanks to their patrons and customers for the increased trade in Alabastine, making spring of 1909 a record season and ahead of all former years.

To assist their friends and to increase their trade for Alabastine, and make 1910 another record season the Alabastine Company have gotten out new and special advertising matter, which they will take an early opportunity of placing before the trade. As they have done in the past, they ask their customers to again co-operate and

SOW THE GOOD SEED

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The Permanent and Sanitary Wall Coating

The Alabastine Co., Limited - Paris, Ont.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES.

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheet. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

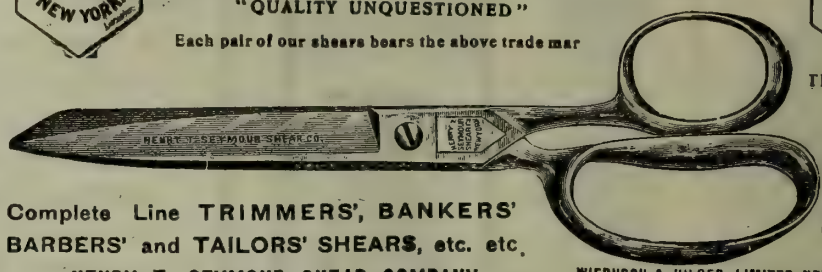
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

BANNER
TRADE MARK.

REPUTATION



AS MAKERS OF

Coal Oil Lighting Specialties

SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

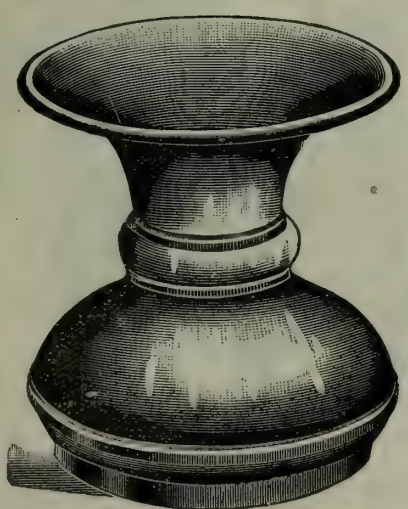
TO THE TRADE

THEY ARE FULLY GUARANTEED

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

What Do You Think of This?

Here is a sample of our extra heavy self-righting polished brass (or nickel plated)



Cuspidor

The height is 9⅜ inches and the diameter 8⅞ inches. This is only one of our representative and reliable range.

Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing"

FREE

A Series of Retail Ads

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 300 St. James Street, Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

"SAMSON"

Compression Grease Cups

Are good sellers and you should stock them.

You will find them illustrated on page 55 of our Catalogue No. 22.

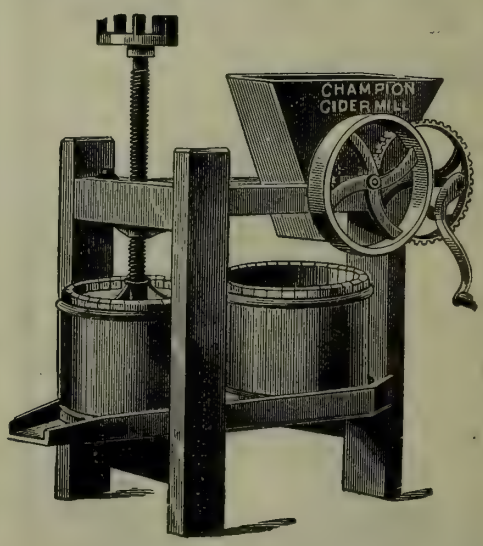
When you order Engineers' Supplies from your jobber specify PENBERTHY. They are the most salable.

MANUFACTURED BY

Penberthy Injector Company, Limited

WINDSOR, - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

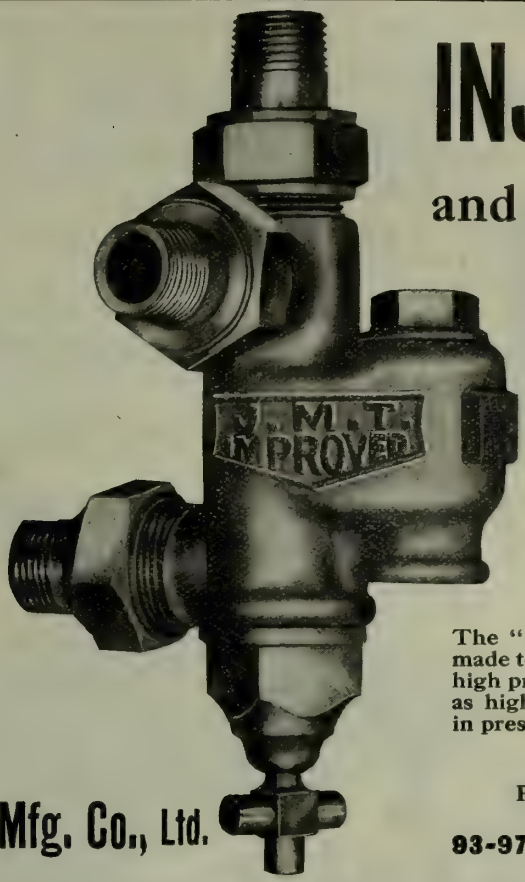
J.M.T. INJECTORS

"Standard" and "Improved"



The "Standard" J.M.T. Injector, adapted for all ordinary requirements.

SIMPLE and EFFICIENT





The "Improved" J.M.T. Injector is made to operate at both low and extra high pressure. Works at a pressure as high as 220 lbs. steam, exceeding in pressure limit all other makes.

DURABLE and FULLY GUARANTEED.

The Jas. Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., TORONTO

Look ahead for Christmas and Fall Trade

Dolls' Cabs, Sleighs and Go-Carts are always splendid sellers



No. 177—Doll's Go-Cart

Write for details of our specialties in these and other lines.

TORONTO Gendron CANADA

These are strongly made Toys, of superior finish, and are MADE IN CANADA



No. 1124—Doll's Sleigh

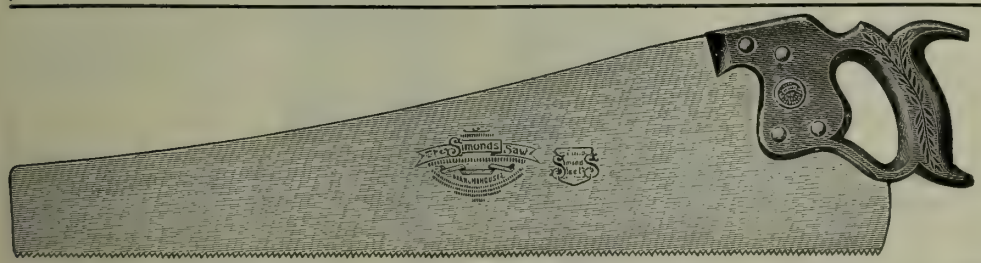
Write for prices and catalogue, or ask for our traveller to call.



No. 143—Doll's Cab

The Gendron Manufacturing Co., Ltd.

TORONTO, Canada



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

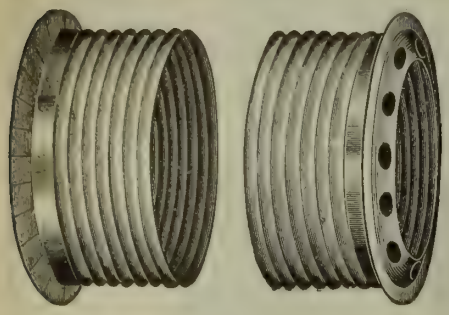
Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

O.K.
Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections, which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

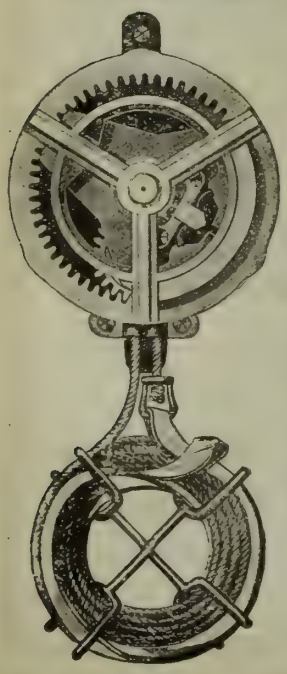
WE MANUFACTURE
THE CUTTS PATENT METALLIC ASH SIFTERS

The wire bottoms are securely fastened by our double lock folds, making it impossible for the wire to work loose. We also manufacture Wooden Ash Sifters and all kinds of tacks and nails.

The McBrien Mfg. Co., Limited
Dovercourt - - - - - - - - Toronto

EFFICIENT FIRE PROTECTION

no matter what the style of building may be, can be effectively assured by the use of a



Davy Automatic Safety Fire Escape

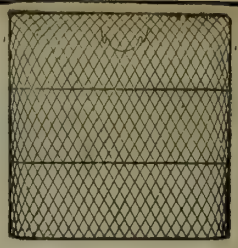
It is no longer a question of protection – but of the greatest amount of protection at the least expense. The Davy solves this problem by being the best escape which can be made at any price. The Davy gained the $100 prize awarded by The Commercial Travellers' Association for the best escape a splendid testimonial to its efficiency. Write for booklet and prices. You can handle this line most profitably.

United States Fire Protection Co.
UTICA, N.Y.

SPARK PROOF
FIRE GUARDS AND FENDERS



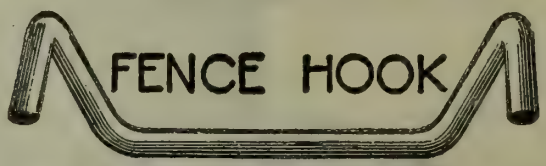
We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



CANADA WIRE GOODS MFG. CO., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your inquiries.

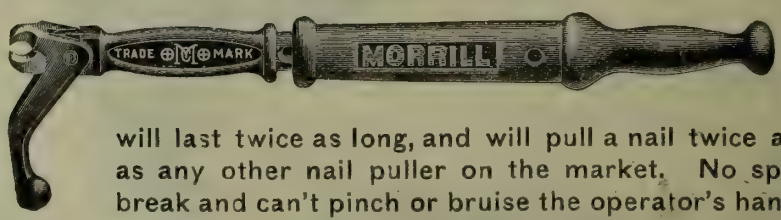
GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont



This Nail Puller

will last twice as long, and will pull a nail twice as easily as any other nail puller on the market. No springs to break and can't pinch or bruise the operator's hands.

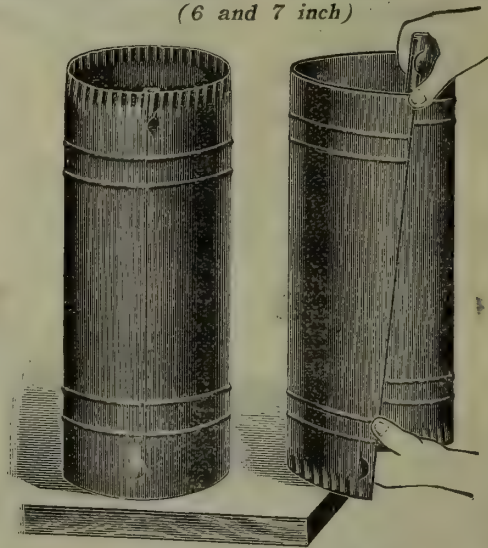
Chas. Morrill : : 271 Broadway, New York

WHAT'S IN A NAME?

A guarantee of perfection, and lasting satisfaction, if the name is
WRIGHT'S "PERFECT" PATENT STOVE PIPE
(6 and 7 inch)

Get in your order for your winter stock now.

Shipment can be made immediately upon receipt of order.



Patented 14th Sept, 1909

Our new patent stove pipe, the "PERFECT," which we are now offering to the Canadian trade, is made of a specially heavy quality of blue-black steel, and is packed 25 lengths in a crate. Weight of crate, 6 inch, 45 lbs.; 7 inch, 55 lbs.

A glance at the illustration will show how easily "PERFECT" Pipe can be set up. You simply hold the crimped end down, slide the pipe together, and once together it is as firm and smokeproof as a length of riveted pipe. The lock holds the pipe so rigidly that it is impossible for it to telescope.

Every length is carefully tested before leaving the factory.

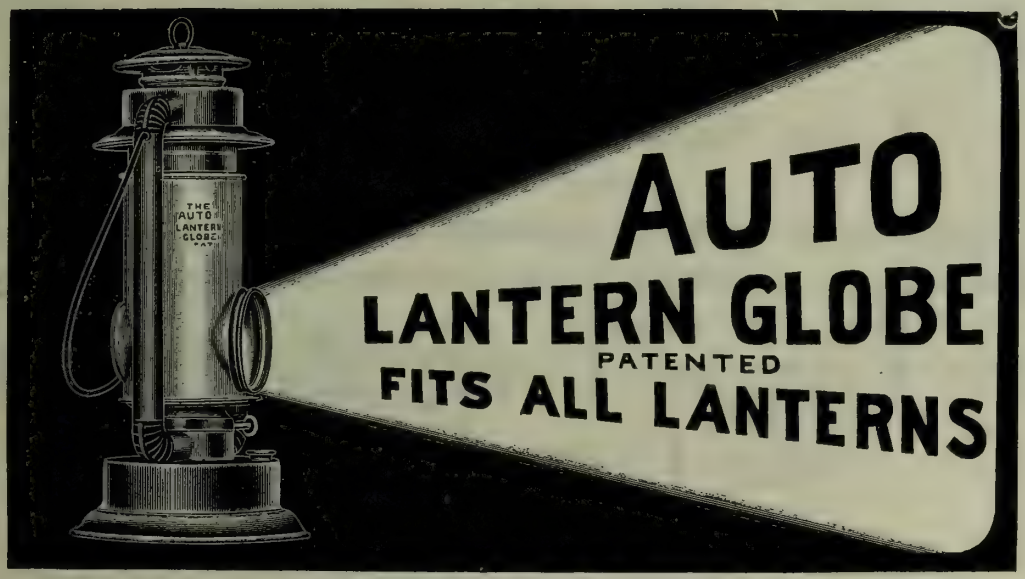
Remember the name: **WRIGHT'S "PERFECT."** Manufactured by
E. T. WRIGHT & CO., Hamilton, Canada

More Light Where You Want It

and

No Light Where You Don't Want It

This Is What "Auto" Lantern Globes Do





"AUTO" GLOBE

"ORDER BY NAME ONLY"

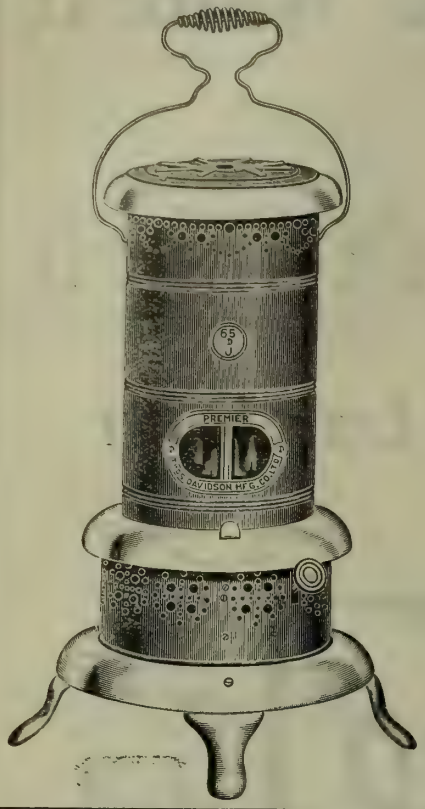
Include "Auto Globes" With Your Next Order—
You'll be asked for them.

Circulars and prices mailed by the makers

The Schultz Mfg. Co., Limited, Hamilton, Canada

A. H. Brittain & Co., Agents, Montreal

"Premier" and "Colonial" Oil Heaters



Produce intense heat without smoke or odor.

Just the thing for the chilly Fall Evenings.

Safe and simple as a lamp in construction.

Are provided with Bail Handles and can be placed just where the heat is most needed.

A gallon of oil is all that is required for 8 hours comfort.

Ready for use at a moment's notice.

Lights as easily as gas and gives immediate results.

65-J	Premier, Nickeled Trimmings, Brass Fount	Weight (crated)	19 lbs.
50-J	Colonial, Japanned Trimmings, Steel Fount	Height (bail down)	25 inches
		Diameter of base	17 inches
		" " upper drum	8¼ inches
		Capacity of fount	1 gallon

WRITE FOR PRICES

The Thos. Davidson Manufacturing Co., Ltd.
MONTREAL and WINNIPEG

A Watch Free to Every Bright Boy in Canada

To every boy who sends us two new full-year paid-in-advance subrciptions to BUSY MAN'S MAGAZINE (at the regular price of $2.00 per year) we will send post paid (registered) a genuine Ingersoll watch—"Universal" or "Monarch." We supply you with sample copies of BUSY MAN'S and show you how to sell it. Here is a chance to get a watch of your own taat will keep time as well as a more expensive one. A good, strong movement in a well finished nickeled case.

This offer may run for a short timo only, so be among the first to secure a real Ingersoll—which has the largest sale of any watch in the world. Fill in this coupon and mail it now.

BUSY MAN'S MAGAZINE,
10 Front Street East
Toronto

Please enter my name on your list of boys to whom you will send an Ingersoll watch for two new full-year paid-in-advance subscriptions to Busy Man's Magazine. I will send you the names of my subscribers and remit amount as soon as possible.

Name.....

Street.....

Town .....

Province .....

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE



A few of the thousand commodities

Wire for every purpose — Springs all kinds — Nails and Tacks

Electrical Cables — Wire Rope all constructions — Structural Steel

Bars — Rails — Plates

United States Steel Products
Export Co.
Montreal



GREENING'S PATENT COW TIE

After 20 years of uninterrupted success, Greening's Ties are still the best sellers on the market. Recent tests for strength confirm our claim that we still have the strongest Tie on the market.

Made in six sizes. Seven kinds.

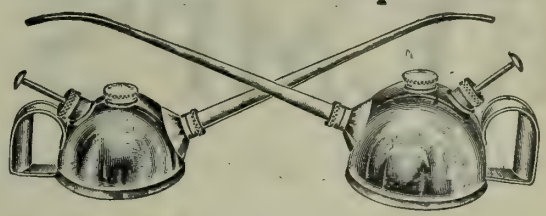
Order "Greening's" and take no other.

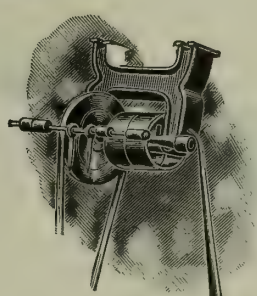
Manufactured by

The B. GREENING WIRE CO., Ltd.

Hamilton, Ont. Montreal, Que. Winnipeg, Man.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

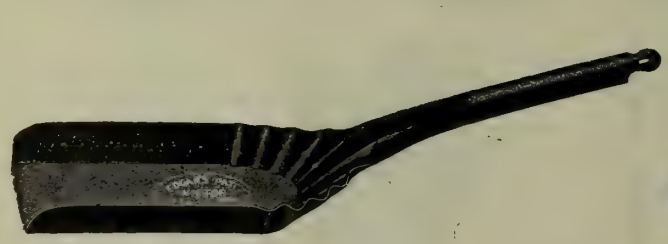
A Dealer Who Sells
DOMINION AMMUNITION

Is true to himself and true to his patrons.
Shooters who try Dominion cartridges and shells buy more shells, shoot more shells and induce their friends to buy and try them.
Made in Canada by Canadians and for the whole shooting world.
Every shell has the guarantee of the manufacturers.
A new box free for every misfire of present product.
Dominion Cartridge Company, Ltd., Montreal, Canada.



KEMP'S Stove Shovels

Stamped out of one Piece of Sheet Steel and Nicely Japanned





	Light			Heavy		
Nos.	70	55	57	60	97	65
Length, inches	15	16	23	16	16	23
Case Lots, gross	1	1	1	1	1	1

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY,
Cor. Gerrard and River Streets, - - - TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Different Ways of Country Store Advertising

Newspapers, Signs, Window Displays and Circulars Advocated — How to Conduct a Campaign Along These These Four Lines—Newspaper Space Often Misused — Much Counts on Personal Work of the Merchant.

By J. R. Gamble.

The term "country stores" is used here to distinguish the dealers of the smaller towns from the city merchants. In my opinion, there are at least four methods of advertising that can be made profitable to the dealers of the small towns:—

First—Newspaper advertising.

Second —Fence and tree signs and posters.

Third—Showwindow advertising.

Fourth—Circulars, leaflets and other advertising sent out by jobbers and manufacturers in connection with personal work of the dealer himself.

Newspaper advertising is the medium perhaps most commonly used by the country merchant, and the one from which he derives the least benefit. Not because space in his country paper would not pay if properly filled with good reading matter in which the farmer and his good wife would be interested, but for the fact that the advertisements of some of our country hardwaremen remind one of the letterhead or bill head of his neighbor, the general merchant, which is something like this:—

Office of John W. Jones, Dealer in Dry Goods, Notions, Hats and Caps, Boots and Shoes.

A little ancient, but it was good enough for his father years ago, and it hasn't been changed, although he hasn't had a pair of boots in his store for ten or fifteen years.

Misusing Newspaper Space.

Of course, the merchant who thinks his card inserted in the halfpage of his weekly paper for which he paid his good money, appearing week after week and month after month, and reading something like this :—

John Brown & Co.,
Dealer in Hardware, Stoves, Paints and Oils,

may think he is advertising his business, but he is merely contributing his share toward keeping up the country newspaper.

But with the help he can secure from the jobbers and manufacturers in the way of valuable suggestions and good cuts to attract attention to his advertisement, there is no excuse for the dealer letting his ad., though it be a good one, get stale. If we would make a study of advertising, selecting cuts of the proper size, and in the right proportion, and if we would just think over the lines that we could and should be advertising, our trouble would not be to think of something to take the place of the ad., which has been running so long that it reminds one of the appearance of Rip Van Winkle after his twenty years' sleep, but we would be trying to decide which lines we could best afford to leave out until the next change.

One Line at a Time.

Always advertise but one line at a time. One particular ad. advertised at a time, and at the right time, will bring better results than calling attention to several different lines in one advertisement. Change your ad. often. Never let it run more than two or three issues of the paper.

Here is where we country merchants are at great disadvantage in newspaper advertising. The papers are published weekly, and if we change often we can not have more than fifteen or twenty different ads. during the year.

It is well to get all the help you can from the advertising experts of the jobbers and manufacturers, but their ready-made ads. hardly ever seem appropriate for your particular trade. They do not know how to appeal to a dealer's home people, as the dealer himself does; especially if the dealer studies his trade and knows the peculiarities of his customers as he should.

These experts can give you some very valuable points as to arrangement of advertising, the space required, the style of type, etc., but when it comes to describing the good points of a certain plow to the farmers, or the baking qualities of a certain flour, the dealers are better prepared to write up the copy of their ads. than the other man, though he be an expert ad. writer, for he knows the people he is trying to reach.

Therefore, it is my advice to get all the valuable information of this kind you can; get the ready-made ads. and study them, for there is much in them that you ought to know, and that you never would otherwise secure; with the good points gotten in this way, combined with your own plain common sense, you will have an ad. that will not only bring attention but will bring results.

Pushing Certain Lines.

By all means have two or three guaranteed lines that you are continually bringing before the public's attention. I do not mean by this to fill your newspaper space with these and nothing else, but advertise them in the papers occasionally, and call attention, at the proper time, to them in circulars, posters, etc. For instance, if you will pardon a personal allusion, we have a particular line of tools, and one particular line of paint that we are always advertising in some way. We never let up, and the result is that we have built up a reputation on these lines that has advertised us more than all the other advertising we have done.

The second method, the use of the fence and tree signs and posters, is good, but one of doubtful value. It will discourage any of us, when driving through the country, if we see the signs we have gone to so much trouble and expense to put up, cut to pieces by some 'possum hunter's axe, or perforated by pistol balls, put there as the result of a near-beer or white-top jag, or a wildcat-whisky drunk.

It is a source of pleasure, however, to feel that you have the most attractive signs on the leading roads coming into town, and to know that the prospective customer is having it brought to his attention every few hundred yards that yours is the one place to buy cheap, for cash, the very best goods possible. That these signs increase your sales to some extent there is no doubt, but they are very expensive, and unless they are placed with care on the most prominent roads I doubt the use of them being profitable advertising.

Show Window Advertising

Third—Show window advertising I consider the most attractive that can be done. But I believe that there are comparatively few of the merchants in the smaller towns who take advantage of this cheap and profitable method of advertising.

It is true that some have good windows and trim them regularly, but there are hundreds of others who make practically no use of their windows other than to crowd them full of miscellaneous articles and leave them there indefinitely, to become dust-covered and shop-worn.

Some of the manufacturers are getting up attractive window trims and are doing a world of business in educating the dealers in window dressing. The trade papers are also doing an educational work along this line. The same idea should be carried out in window dressing as in newspaper advertising. Never crowd your windows with a conglomerate mass of different kinds of articles. One line at a time, well and attractively displayed, is much better. Of course, show window advertising is not as valuable

to the country dealer as it is to his city brother, for comparatively few of his customers see any one display if his window is changed as often as it should be. If, however, he has an attractive window, one that will challenge the attention and admiration of the man from the country, he will be sure to tell his family and his neighbors about it, giving a description of the display.

It is troublesome and sometimes expensive to decorate a large window, but it pays well for the trouble and expense. Of course, it goes without saying, that unless the windows are kept fresh-looking and scrupulously clean, they will produce exactly the opposite effect to that which is intended. They will repel, rather than attract.

We now come to the fourth and last method mentioned, and the one I consider to be the most profitable to the country stores.

Printed Matter.

I believe that the very attractive and instructive printed matter sent out by the manufacturers and jobbers, used in connection with the merchant's mailing list and handed out by his salesmen, wrapped up with purchases and enclosed with personal letters, bills and statements, to be the most valuable advertising the merchant in the small town can do. It is true that much of this matter is entirly wasted by being placed on the counter, to be blown about the store, where it is trampled on and so soiled that it is unfit to be sent out, and at the best only attracts attention to those who happen to come into the store. This, however, is the fault of the storekeeper and the misfortune of the concern who sent the matter out.

The best method we have hit upon to keep this matter in order and ready for distribution is to have a shelf, divided into sections, just under the wrapping counter, where this matter can be so classified that the salesman can readily lay his hand on the particular kind to suit the customer being waited on.

You can never tell where this class of advertising is going to bring returns. I had this fact brought forcibly to my attention only a few weeks ago, when one day an old negro walked into the store and called for a broom. He said he had his little grandchild sit down and read the leaflet which was wrapped up with his purchase of a few days before clear through, and if the broom was as good as that paper said it was he "sho' wanted one of dem brooms." The consequences were he got the broom he wanted, it sold itself—and he went away satisfied, and we had a much better profit than we would have had had we sold an unadvertised brand.

Personal Work.

We cannot understand how any live merchant can afford not to take advantage of this inexpensive and very profitable method of advertising. This method alone in connection with the merchant's personal work would keep his firm so prominently and favorably befor the public that he would, if necessary, dispense with all other advertising and hold his own with his competitors who depend solely upon newspaper advertising.

By personal work we mean the work of studying and catering to the wants of your customers. If you haven't what they want, get it—it makes no difference what it is—if it is in your line. Let them know that you are in the business to serve them to the very best of your ability. Shake hands with the men, be polite to the ladies and always give them personal attention, if possible, and kiss the babies.

We know men who live on such good terms with their customers that these customers enter the stores with smiles on their faces and outstretched hands, expecting nothing less than a whole-souled welcome and a hearty hand-shake; and when a customer enters into a store in that manner, you have the right kind of a salesman to handle him, he will certainly carry away with him the article for which he came.

It is the duty, it is the privilege, and it should be the pleasure of every merchant to be not only on friendly, but on the very best of terms with his customers. I know we very often hear such remarks as, "It is a cold-blooded business proposition," and "There is no sentiment in business," but, gentlemen, there is sentiment in business, and the merchant who lives such a clean life morally that his fellowman has the utmost confidence in him; and if he can look his customer to whom some great trouble or misfortune has fallen straight in the eye and can truthfully say, "God bless you, my friend, you have my profoundest sympathy," or can actually rejoice with his friend and customer who has just harvested a bountiful crop, or to whom some other good fortune has come, is doing advertising, the result of which will last as long as life itself shall last. The customer may forget the catchy ad. in the newspaper or the beautiful window display, but he will never forget the man whose sympathy he had in time of trouble or the man who rejoiced with him in his good fortune.

OPENING FOR CANADIAN CEMENT

According to a Government trade report, Canadian manufacturers of cement will find it profitable to devote more attention to the Newfoundland market, as with timber scarce and prices high, there is a growing tendency to use cement for building purposes on a much larger scale that heretofore. Belgium appears to be making a bid for that market, as is apparent by the imports. Quite recently from 300 to 500 barrels of cement from Belgium were unloaded at the wharf at St. John's. It would be advisable for some large Canadian cement manufacturers to appoint a representative in St. John's who could thus keep an eye on the building operations of the colony. The proximity of Canada should count in its favor.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Hobbies' New Catalogue.—A most useful book of reference in regard to the special tools and machines required for hobbies generally, and fretwork in particular, is Hobbies, Ltd., new 1910 catalogue which contains 228 pages and gives an excellent idea as to the trade which may be done in regard to supplying the needs of amateur craftsmen and others. A copy of this catalogue, which is generally sold at 6d., may be obtained by forwarding a request on any hardware firm's letterhead, to Hobbies, Ltd., Dereham, Norfolk, England.

Stoves and House Furnishings.—The Canada Stove & Furniture Co., Montreal, have issued an elaborate book of about 124 pages and cover, containing complete and illustrated discriptions of their large line of steel and cast iron ranges, cook and heating stoves, hotel ranges, base burners, heaters, gas stoves, hot air furnaces, registers, farmers' boilers, etc., together with their sundry lines of stove castors, tea kettles, sinks, lifters, pokers, stove repairs, etc. They also show their big line of washing machines, wringers, refrigerators, carpet sweepers, brass and iron beds, motor buggies and vehicles. The descriptive matter is printed in both French and English, so that the catalogue is specially adaptable for distribution in Eastern Canada. Copies will be sent on request.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Stove Repairs.—W. G. Scott, Mt. Forest, writes: Can any reader of your valuable paper tell where I can secure repairs for the "Deflector" stove?

From Charles F. Rees & Co., 15 Baldwin Street, Toronto.—Editor.

Vacuum Cleaning Machines.—J. H. Worsell & Co., Goderich, writes: Will you kindly advise us through Hardware and Metal, the different firms who make vacuum cleaning machines, operated by hand, as we want to buy a machine of that description?

Manson, Campbell Co., Chatham, Ont., and the Perfect Manufacturing Company, Guelph, both make hand vacuum cleaning machines.—Editor.

Cider Mills.—D. Brocklebank & Son, Arthur, writes: Where can we purchase a cider mill?

From the London Foundry Co., London, Ont.—Editor.

Turpentine Distillery Being Established in New Brunswick

Million Dollar Company to be Organized and a Big Plant Installed to Produce Turpentine, Creosote, Wood Alcohol and Other Wood Products—Man From Russia Installing Plant.

A new industry for the extraction of tar, turpentine, creosote, wood oils, alcohol and other products from pine stumps, tree tops, etc., which is being opened up on the Miramichi river in New Brunswick is attracting considerable attention. The project is said to offer unlimited possibilities, and 80 men are now at work erecting the plant to be used. James Feinbrook, of Chatham, N.B., is in charge of the work and he is enthusiastic over its success. While in St. John one day last week he gave an outline of the project. In the course of a few months, he said, forty boilers and three distilleries will be in use and 300 men will be employed. A company with a capitalization of $1,000,000 is being promoted, and those interested in the venture besides Mr. Feinbrook are Gleickmann & Gleickmann, the National Rubber Co., and Charles C. Pears, of Montreal.

The industry is situated at McKenzie's Brook, eight miles from Doaktown on a branch of Cain's river, a tributary of the Southwest Miramichi. The testing plant has been in operation for some months and the product is declared by experts to be very promising.

The wood tar is said to be better than even the best Stockholm tar and can be sold to the Canadian consumer at a considerable saving. The turpentine is also of a high quality and samples which Mr. Feinbrook had with him had every appearance of proving satisfactory.

Since Mr. Feinbrook has entered upon the venture the price of turpentine has advanced twenty-five per cent. and this he said was very encouraging, as he had figured on the lower rate. The creosote which is manufactured is for the coating of bridge timber, sleepers, etc., and is a very profitable product to handle.

The secret process by which the tar and turpentine are extracted was discovered by Mr. Feinbrook himself and is carried on by means of charring and distilling. The inventor is a man of long experience in the timber business, having been born in the heart of the big timber districts on the Baltic and was interested with his brothers in mills before coming to this country. He conducted a small mill at Chatham successfully for some months but he has been engaged on preparatory work for the larger project for some years.

An option on a large tract of land on Cain's river has been secured and boilers and plants will be erected at intervals of five miles. Only dry wood is used, and it is thus impossible that the young growth of the country will be impaired by the new industry. Norway pine is the only wood handled and in the Cain river district there are enough stumps and refuse to keep the distilleries going for some years.

The large oven for charring has been completed at a cost of $6,000 and the distilling plant is also about ready for use. A gooseneck pipe leads from the charring oven to a large cylinder tank, where distilling is going on. A longer pipe connects the cylinder with an oblong tank where coil after coil of pipe is in position. The finished product comes out in a pipe at the bottom of the last tank.

Experiences of Hardwaremen in Public Life

Kingston Hardware Merchant has been Member of the City Council for Seventeen Years, Having Served as Mayor and Alderman, as well as Chairman of the Principal Committees.

Kingston, January 18.—Robert Elliott, of the firm of Elliott Bros., hardware, plumbing and tinsmithing, who is just completing his seventeenth year as member of the city council, and who was



ALD. ROBERT ELLIOTT, Kingston.

honored with the position of chairman of the Light, Heat and Power committee, is one of Kingston's most progressive business men. He was born in Kingston, and has spent all his life here.

When a young man, Mr. Elliott started in to learn the plumbing and steam fitting business, and qualified with high honors. Twenty years ago, he entered into business with his brothers, John M. and M. B. Elliott, and the result of their labor has been continued success. Not only does the business extend throughout Kingston and district, but all over the province, the firm having recently completed the work of installing heating systems in several government buildings, including the new Armouries at Toronto, the Royal Mint at Ottawa, the Armouries at London and St. Catharines, the new Arts and Medical Buildings at Queen's University, Kingston, and the new Collegiate Institute at Picton.

Although a busy man with his own business, Mr. Elliott has also found time to work for the city, and has given much of his time and service to the people. He is a worker from start to finish, and is one of those whose motto is "boom your city." He has had the honor of being a representative in the council for sixteen years, and has shown himself to be a worthy representative, always giving careful thought of the people's interests, before voting on any question.

Mr. Elliott also served as mayor, in 1896, securing the chair by a good majority, and carried out his duties with great credit to himself.

Just recently, Elliott Bros. made an extension to their shop, which is at the rear of their store, on Princess street, owing to increased business, and have installed new machinery. Motor power is used.

GALVANIZING SHEET METAL.

There are four processes of galvanizing sheet metal. One is the well-known hot method, in which the metal to be coated is immersed in a molten bath of spelter, the metal, of course, requiring that all oxidation and grease shall be removed by a pickling process.

Another process is the electrolytic method, in which an electric current is passed through a solution of zinc, leaving the products suspended in the solution, rent and the duration of time that the articles are left in the bath.

The third process is the sherardizing or dry method of galvanizing, in which the articles are covered with a zinc dust and the articles subjected to a moderately high temperature.

The fourth process is that developed by Cowper-Coles, in which the articles are coated by the vapor of zinc, the articles being placed in one compartment and the metallic zinc being heated to a temperature of vaporizing in a surrounding compartment.

HARDWARE AND METAL

Established . . . 1853

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

CEMENT PRICES ADVANCING.

One effect of the merger of twelve of the largest cement-producing companies in Canada has been a greater feeling of security in prices.

Up to the present year prices of Portland cement have been fairly regular, but the inactivity in building last year, coupled with the coming into operation of two of the largest cement mills in Canada, left the market overloaded, and prices tumbled to the lowest prices on record, last spring the Toronto civic contract price of $1.28 per barrel being beaten by several municipalities.

Although the present year has been a record one for building, stocks of cement in manufacturers' hands have not been materially reduced, and price cutting has been going on all summer, the lowest sale reported in Toronto being at the record figure of 93 cents per barrel. From $1 to $1.10 was a more usual figure, however, but with the advent of the merger, prices have jumped back to the figures quoted in the spring, and stand, until the end of September, at $1.30. In the opinion of many a further advance will be made next month.

The remarkably low prices quoted have been of little advantage to the retail hardware trade in the larger cities, as in the price-cutting war, agents for the large companies competed with each other in securing even the smallest orders, the retailer being left to do business without a margin or leave the trade for the cement agents.

And that low prices do not encourage an increased consumption is also shown by the failure to decrease the stocks in the makers' hands. Another evidence of this is the lack of confidence in the market, one large concern, who are expected to use at least 2,000 barrels this fall, having declined an offer of 98 cents a barrel the day before prices were advanced.

With two large cement companies in Canada, production should be better regulated, and with the natural competition between these concerns, and the possibility of importing from the United States, prices ought to be kept stable and at a fair figure, allowing a fair margin of profit for manufacturer and dealer, large savings being made in marketing the cement as a result of the merger.

DUTY ON STOVE TRIMMINGS.

Canadian stove manufacturers, among other disadvantages, suffer a hardship in the high duty they have to pay on nickeled stove trimmings. Nickel is mined in Canada but exported to United States smelters, this making it cheaper to buy nickeled trimmings for stoves across the line than to cast and nickel them in Canada.

On nickeled stove trimmings a duty of 35 per cent. is imposed, but on stoves imported complete there is a duty of only 25 per cent. Consequently the Canadian stove manufacturers have to pay 10 per cent. more for the trimmings on their stoves than their United States competitors. And the nickel on the trimmings is originally produced in Canada.

Surely it is time to revise the tariff on stove imports and make it possible for Canadian manufacturers to compete on an equal basis with foreign makers in the western Canada market.

Considering the disadvantages they have to meet in importing asbestos board and nickeled trimmings, on both of which the foreign manufacturer is favored, it is reasonable to expect that the Government will either increase the import duty on stoves or establish an export duty on asbestos and nickel, the latter having the effect of establishing new industries in Canada and making the foreign, rather than the Canadian manufacturers, pay the higher price for these raw materials used in the making of stoves.

WHY BROOMS WENT UP.

Brooms are up in price again and are liable to go higher. Merchants will remember that on Sept. 1st last, a decline occurred of about 50 cents per dozen, but the original prices recovered towards the latter end of last week and are now as high if not higher than before.

The apparent shortage in the broom-corn supply is the cause for the advanced prices, and it is maintained by Canadian broom manufacturers that if the shortage is found to be real the prices will again soar.

In the meantime there is little hope of lower prices before January at least, and the chances are that they will go higher.

Advices from Chicago indicate that the broom corn manufacturers will be confronted with a serious situation. The price of the raw material has already risen from $85 to $200 per ton—a remarkable increase.

The cause is a general scarcity in broom corn. This may be that the crop is short or that farmers have not undertaken the sale of their harvests. The fact, however, remains that broom-corn can only be obtained with difficulty and at high prices.

Other reasons contribute to the present lofty condition of the broom-corn and broom markets of Canada and the United States. Last year, it will be recalled that raw material was high and naturally manufacturers had to work with small supplies. This is the time when manufacturers purchase and so when all went to buy stocks on hand were considerably depleted and prices went up. The rush of buyers therefore in addition to the scarcity of stocks further aided in boosting the prices of the raw material.

"The advance is general," remarked a manufacturer this week, "and there is little possibility of prices going back again before January."

They will only do so then in case broom-corn growers market their products and if the crop is actually a heavy one. The home of the broom-corn is from Illinois down to Texas.

Ruling prices for brooms at present are from $3 to $4.50 per dozen. These prices extend over Ontario and Quebec and practically throughout the west.

THE COPPER SITUATION.

Copper statistics last month are anything but favorable. Following upon the announcement of a pronounced increase in stocks held by European hands—the great bugbear of the copper market—comes the report of an additional increase in United States holdings. It is true that the former increase was expected, but not so the latter. That the trading in August resulted in 12,500,000 pounds of copper being added to the already heavy stocks in the States, came as a severe blow to the market. Production was at its highest point of the year, but the exportation was lower than for any month since February, while consumption was below that of any month

since April. This is a serious matter indeed. Can it be wondered that the markets showed weakness when it was apparent that stocks in the United States and in Europe had increased some 43 million pounds, as the result of one month's working? It shows the real strength of the metal that the market did not collapse altogether. There must be great justification for those who take such a confident view of copper when the metal can stand such a blow.

Unfortunately this natural strength is being offset by the extreme rate of production. It is being given no chance to restore that general confidence in the market which can alone stimulate business over and above the actual immediate needs of the consumer. A falling market holds off more business than it induces, and there is no doubt that with copper more stable, metal wanted for legitimate consumption would have largely increased.

It is certain that iron and steel would not be in the favorable position that they are now had not the large interests restricted consumption and given the legitimate consumption a chance to clear off surplus stocks. And if the remedy was effectual in iron and steel, why not in copper? There has been a tremendous increase in iron and steel consumption, but nothing like the same relative advance in copper. But the industries are allied, and, unless for some specific reason, the same improvement should be noticed in each case. Copper has been hampered by excess of production. There has been no pruning to strengthen the reviving influences at work, and thus we have legitimate growth strangled by heavy stocks.

Give copper a chance. Let there be some restriction of the heavy output. Let the consumption clear away some of the stocks that hang over the markets, and check any natural strong advance. Heavy buying transactions for speculative purposes only give a fictitious strength to the market. It is merely a changing of holders, and probably from a strong one to a weaker.

We believe that a strong legitimate demand is only waiting a favorable opportunity to break in, but that will not come until consumers feel fully assured that the lowest prices have been reached, and that copper is in for a steady advance. And that steady advance cannot come until stocks in speculators' hands are much less than they are now. With restricted output the demand now prevailing would soon make inroads on the stocks, for after all the consumption is good. But it needs to be very good indeed to contend with an output such as August produced.

VAST WEALTH OF AGRICULTURAL CANADA.

Some twenty or more years ago the value of the vast Canadian Northwest, so far as a grain producing country was concerned, was practically nothing.

Gradually, since the peopling of the Prgirie Provinces began, the yield increased in leaps and bounds—with the probable exception of 1907—until this year it is estimated that the wheat crop alone will exceed 113,000,000 bushels, and greater than ever before.

According to the Dominion Government crop bulletin, issued a few days ago, the revenue from the cereal crops of the whole country this year, should, in the aggregate, yield something over $50,000,000 more than last year. The total value of the crops is estimated (at first cost) at $500,000,000, and the increase over last year is therefore 10 per cent. The condition of the grain crops in Canada on Sept. 1st, was really better than had been expected. The yield of wheat in all the provinces was 168,386,000 bushels, or 43,696,000 bushels more than a year ago. All the provinces, with the exception of Ontario, show substantial gains in the yields of wheat, barley and oats. But aside from the three Northwest Provinces and Ontario, very little wheat is grown.

The Prairie Provinces this year give an increase of no less than 45,231,000 bushels in wheat, 79,942,000 bushels in oats, and 7,942,000 bushels in barley.

A resume of the increases in areas and yields of wheat in the west during the past five or six years shows wonderful transformations.

In 1903 there were 3,125,000 acres under wheat cultivation and the yield was 54,000,000 bushels.

In 1904, under wheat cultivation, 3,500,000 acres, yield 58,000,000 bushels.

In 1905, under wheat cultivation, 4,252,000 acres, yield 86,300,000 bushels.

In 1906, under wheat cultivation, 5,000,000 acres, yield 95,000,000 bushels.

In 1907, under wheat cultivation, 5,013,544 acres, yield 82,000,000 bushels.

In 1908, under wheat cultivation, 5,767,250 acres, yield approximately 100,000,000 bushels.

The acreage for this year is distributed as follows :

Area in Manitoba under crop : Wheat 2,642,111 acres ; oats, 1,373,683 ; barley, 601,008 ; flax, 20,635. Last year : Wheat, 2,850,640 ; oats, 1,216,632 ; barley, 658,441 ; flax, 50,187.

Acreage planted to grain in Saskatchewan : Wheat, 3,912,497 acres ; oats, 2,192,416 ; barley, 235,463 ; flax, 278,835. Acreage last year : Wheat, 3,703,563 ; oats, 1,772,976 ; barley, 229,574 ; flax, 264,728.

The exact figures for Alberta are not available, but those for last year are : Spring wheat, 212,677 acres ; winter wheat, 104,956 ; oats, 431,145 ; barley, 77,867 ; flax, 9,262. Acreage is increased nearly 100 per cent. this year.

The value of the 1909 crop is placed at $100,000,000. This is a conservative estimate made by a leading Canadian bank :

	Bushels.	Farm Value.
Wheat	113,979,336	$100,301,815
Oats	157,537,750	47,261,325
Barley	24,324,648	9,729,859
Totals	295,324,734	$157,292,999

This story carries with it a world of thought of what this great west means to Canada's future, to the manufacturing, financial and mercantile interests throughout the Dominion. The people pouring into the west from various countries must be of great importance to the western merchant who is planning to take care of the trade.

The high prices of wheat seem to puzzle the trade. North America produces by far the greatest amount of wheat in the world—about a third of the full supply. This year the yield is some 882,000,000 bushels, 80,000,000 bushels more than last year, or 50,000,000 bushels more than the crop of 1906, when the United States production was exceptionally large. Many speculators are at present onlookers, waiting for the mists to clear away. They hope that by the end of September complications will have been cleared away and that they will be in a better position to grasp the situation accurately.

We believe the practice of getting together in a social way should be encouraged. Business in these strenuous days demands so much of a man that he is apt to grow rusty in the amenities of social intercourse simply through lack of exercise, often the result of a delusion that he has not time. We grow brighter by contact with our fellows, and few men of affairs can talk five minutes on a serious subject without dropping a thought or two well worth cherishing. Besides, if you have learned something that is worth while, don't be selfish with it—pass it along to the other fellow. Nine times out of ten, from an interchange of thought, you will receive more than you give.

HEATING AND ROOFING TRADES

FOR USE IN ESTIMATING.

Roofing tin is furnished in two sizes —28x20 inch and 14x20 inch sheets. The larger size is mostly used, requiring less seams, and consequently cheapening the cost of laying. The smaller size is generally preferred by roofers for best work.

A box of roofing tin, either size, contains 112 sheets.

Thickness and Weight.

There are three thicknesses of good roofing tin made—IC (approximately 30 gauge, U. S. standard), 250 lb. weight per box, 28x20 inch; IX (approximately 28 gauge), 290 lb. weight per box; 2X (approximately 27 gauge), about 330 lb. weight per box. Weight per 100 square feet laid on the roof about 70 lbs.

IC plates are used to a far greater extent than the heavier grades, being less expensive; IX is generally used for gutters, valleys and flashings. For best roofs IX sheets are preferable, the extra thickness being worth more than the extra cost. The difference in weight is almost entirely in the black-plate base.

ICL, IXL, etc., designate "light weight" plates, below the standard gauge. ICW, IXW, etc., indicate "waster" plates, or seconds. No light weight of waster sheets are stamped with the "Target-and-Arrow" brand.

Covering Capacity.

For flat-seam tin roofing, one box 14x20 inch sheets will cover about 192 square feet; a box of 28x20 inch 399 square feet. To lay 100 square feet requires 59 sheets of 14x20 inch size; 28 sheets 28x20 inch size.

For standing-seam tin roofing, one box 14x20 inch sheets will cover about 169 square feet. A box of 28x20 inch 366 square feet. To lay 100 square feet requires 67 sheets 14x20 inch, or 31 sheets 28x20 inch. Sheets of 14x20 inch can be laid either the long or short way. The best roof is made by laying the sheets the 14-inch way. Similarly, in laying 28x20 inch, always lay the 20-inch way.

If two roofers figure to lay a roof of 28x20 inches, the one who lays it the 20-inch way cannot lay it as cheaply as the one who would lay it the 28-inch way, but he can make the better roof.

Cost Using 14x20 Inch Sheets.

The cost, using 14x20 inch sheets, will amount to about 25 per cent, more than the cost using 28x20 inch size, owing to the greater number of seams; hence more tin, solder, cleats and work are necessary.

Standard brands of good tin are put up in rolls, 14, 20 or 28 inches wide, for the convenience of roofers. Each roll contains 108 square feet (about 63 linear feet, 28x20 inch sheets, laid 20 inches wide). The rolls are painted one side or both sides, as wanted, with good metallic brown paint. Seams are carefully soldered by hand, using good 100 to 100 solder, and rosin as a flux. Every sheet should show the trade mark of the brand.

One gallon of good paint (metallic brown and linseed oil) should cover about 400 square feet of surface, one coat.—Hardware Trade.

MERITS OF COMBINATION HEATING.

One reason why a combination job is considered better than a hot water or steam job, writes W. J. Heald, is that better ventilation can be obtained: another is that all the advantages of the circulation of air (which in these days of fresh air cure is considered of so much importance) that is secured by the use of the hot air furnace are obtained, and the rooms farthest from the furnace are heated by hot water radiators and those nearby are heated by hot air registers, and thus avoiding the use of large and unsightly radiators in the large living rooms on the first floor where the room is of so much value.

It is also a fact that quick results are obtained when fresh fire is built through the hot air registers in a combination job. This is especially appreciated in mild weather, in the morning, and at any time when the fire has been allowed to get low, and quick results are desired.

Effects Economy.

Another feature of the combination is that the water is heated by the same fire that heats the furnace for the radiation of hot air and the heat from the hot water radiators is largely clear gain. In other words it provides more capacity for utilizing the heat from the fuel burned. All styles of heaters, it matters not whether it is steam or hot air heaters, find it difficult to retain or utilize the heat from the fuel burned. In fact it is claimed by some experts that quite often 90 per cent. of the heat from the fuel burned is lost, and as stated above, in the combination we are able to utilize more of it, and this is one reason why this system is gaining favor.

In combination heating, Mr. Heald finds the customer is inclined to want more hot water used than should be put in. He advises the use of as many hot air registers as can advantageously be used when putting in the combination plant, and that no room should be left without the hot air pipe that can possibly be reached.

It is a well-established fact that there is a limit to the distance that hot air can be carried successfully through a horizontal pipe, and it is in these remote rooms that hot water radiators should be placed of ample size to heat them without using a hot air pipe, but if radiators are placed in rooms to which hot air pipes can be taken, they should be placed in the exposed ends and one-half (or less) the size required, with a hot water system.

Heats Distant Rooms.

The principal advantage of the combination system over the hot air system is that of being able to carry heat by the hot water radiators to the remote rooms without loss, and heating them at almost clear gain instead of forcing the furnace to do it. Another advantage in the combination is that the heat is retained by the hot water radiators with a low fire and there is an economy of fuel.

The first cost of the combination is less than the cost of the all hot water or steam heat, and requires less fuel to operate, and there is no doubt in my mind that when the merits of this system are better known that it will be used in preference to hot water for residence heating, to a great extent.

The same rules for connecting the hot water radiators in a combination heater apply as in connecting a regular hot water heater. The hot air pipes should be connected before the hot water pipes or put up in a combination job, for the reason that it is more important that they shey should be put in without sharp curves and with plenty of rise. The water pipes can be run to accommodate the hot air pipes, and should not interfere with them.

ASBESTOS PAPER ON HEATER PIPES.

The use of asbestos paper on furnace pipes is little thought of by many who are scientifically inclined and who give as a theory to support their views that there is no air space between the asbestos paper and heater to give insulation. Be this as it may, writes J. S. Lane in the Metal Worker, however, the furnaceman is often called to place asbestos paper on pipes. When flour paste is used it is not only troublesome and sticky, but it is liable to attract the mice as they endeavor to get at the flour. The method that has been endorsed by many is to soak the paper in a tub of water and at the same time have a fire in the furnace so the pipes are hot. The paper should be put on with a lap of at least 2 inches, and then made smooth with a brush. When this is carefully done it will remain smooth and even.

MARKET FOR LINES AND TWINES.

There is said to be an excellent market in Newfoundland for lines and twines for use in the fisheries, the imports frequently approximating $100,000 annually. A perusal of the customs returns shows that during the three fiscal years 1904 to 1907, the imports from the United States rose from $36,771 to $77,290, and the imports from the United Kingdom advanced from $6,808 to $18,346, whilst the imports from Canada show an increase of only $1,000 during the same period. Of course, the total imports of lines and twines for the year 1907 were just double those of 1904; but Canada certainly should have claimed a greater percentage of the total increase.

Canada Pottery Co., Iberville, Que.; capital, $90,000; to manufacture sanitary porcelain baths, lavatories and all kinds of pottery. Incorporators Alb. Clayton, O. Couturier and Arthur Clayton, Iberville.

NOVELTIES AND NEW GOODS

NEW ICE CREEPER.

The Smith Hardware Co., Montreal, are putting on the market a new ice creeper the "Little Clincher." Hitherto the objection to similar articles has been the bother of nails, screws, rivets or straps, but with the "Little Clincher" this nuisance is done away with. By a simple little grip arrangement the creeper is fastened to the heel in half a minute, and while practically invisible, is firmly fixed. In addition there is no need to remove them while indoors. The heel plate can be folded, reversing the spikes under the instep, and making the floors and carpets safe. Little clinchers are made of steel with especially hardened points, and grip the pavements firmly at each step. Ice creepers are far better and less expensive than accident insurance—a strong selling point for retail merchants.



Little Clincher Ice Creeper.

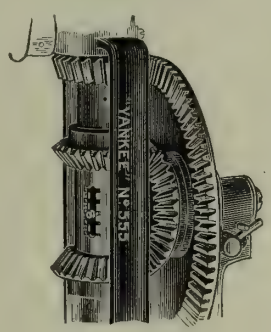
YANKEE BREAST DRILL.

North Bros. Mfg. Co., Philadelphia, are introducing new "Yankee" breast drills, Nos. 550, single-speed, and 555, double-speed, the latter being illustrated herewith.



New Yankee Breast Drill.

The peculiar feature of this tool is found in the shifter on cylinder between the small gears. The mere movement of this shifter in the various notches causes the tool to perform different movements. In the first notch nearest the chuck it is an ordinary or plain breast drill. In the second notch it becomes a left-hand ratchet useful in removing taps, but especially to loosen drill if it becomes jammed in a hole and cannot be moved forward or crank revolved backward. In the third notch it becomes a right-hand ratchet. In the fourth notch it becomes what is difficult to describe, but when seen excites admiration for what it does and curiosity as to how accomplished. When in this notch any movement of the crank, however short, or turned continuously in either direction, or a combination of the two, the drill in the chuck will always turn to the right and drill continuously, hence no time is lost and double the work is done as compared with single or a right-hand ratchet. The change of speed on the No. 555 (double speed) is made by crank toward gear for fast and away from gear for slow speed. This is done in the fractional part of the revolution and at any time, even while drilling, without removing the tool from work and with any of the various movements of the shifter. In design and construction the "Yankee" breast drill is a machine, built and finished as such. The frame is malleable iron, the spindle of steel, turned and fitted, the gears have the teeth cut from the solid to run smooth and accurately. The tool is finished in a dead black color in keeping with its character of a machine, and not in bright or gaudy color as hardware. The bright parts are nickel-plated and polished, and will not rust in stock or in use.



Mechanism of New Drill.

WHOLESALE HARDWARE CONVENTION.

The eleventh annual convention of the Canadian Wholesale Hardware Association will be held at the Chateau Frontenac, Quebec, on Thursday and Friday, Oct. 7 and 8. It is several years since a convention was held at Quebec, and there should be a good attendance.

The following week on Oct. 13, 14 and 15, the seventeenth convention of the American Hardware Manufacturers' Association will be held concurrent with the fifteenth annual convention of the National Hardware Association at Atlantic City, N.J.

TRAVELERS CHANGE POSITIONS.

C. D. Ten Eyck, who for several years was sales representative in Canada for E. C. Atkins & Co., saw manufacturers, Indianopolis, and who, since the establishment of their Canadian factory at Hamilton has acted as general sales manager of the Canadian branch, has resigned to accept the position of sales representative of the American Fork & Hoe Co., Cleveland, and will in future call on the jobbing trade in the United States in their behalf, as well as upon the jobbers in Canada, for the Maple Leaf Harvest Tool Co., Tillsonburg. Mr. Ten Eyck has been very successful in representing the Atkins Co., as is shown by the development of their business to a point where a Canadian factory was absolutely necessary, and his resignation was reluctantly accepted. The acceptance of his new position necessitates his removal from Toronto to Cleveland. Mr. Ten Eyck regrets this greatly as his associations in Canada have always been most pleasant, and he takes away about 40 pounds of avoirdupois more than he brought into the country several years ago.



C. D. TEN EYCK,

Who will Represent the American Fork & Hoe Co. in Future.

E. C. Atkins & Co., have appointed F. J. Klingensmith to cover the lumber-producing territory and hardware trade from the Ottawa around the Georgian Bay to Fort William and Winnipeg, C. R. Hubbard continuing to represent them in Lower Ontario, while A. D. Cantin, resident at Montreal, will represent them in the Province of Quebec.

The proposed additions to Grace hospital, Winnipeg, will cost in the neighborhood of $30,000.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Ground White Lead—Cut from 25c to 30c.

Toronto.

Ground White Lead—Decline of about 25c per 100 pounds.

MONTREAL.

September 24.—There is a very healthy tone to trade generally. Fall lines are moving in much heavier bulk, and delivery is being taken in lines that are not usually wanted just at present. Stocks in dealers' hands are very light, but they are becoming well assorted. Merchants are very confident as to good trade right through the fall, especially as money is circulating more freely, while farmers generally are getting good prices. Trade in the North-west is fully up to expectations, but in the east it is not so good as anticipated.

Lumbermen's supplies are moving in better strength every day, and while booking is going on for the majority of the lines delivery is being taken in axes and axe handles.

The demand for guns is still as strong as ever, and not only is there a scarcity in dealers' hands, but jobbers' stocks are also low. Last year, conditions were just the reverse. Sleigh bells, weather strip and snow shovels are in prominent demand, while house cleaning utensils are in strong request Prices on bolts and nuts have again advanced in the States, but locally no change has been announced, although the market is very stiff. Builders' hardware is also very firm.

Altogether conditions are very satisfactory. Prices are firm, dealers are ordering more confidently, and the shipping departments of the various jobbing houses are extremely busy, as goods are wanted immediately.

BUILDERS' HARDWARE—The active demand for builders' hardware, which has characterized the market all the year, continues, and most satisfactory orders have come in for lock sets, escutcheons, bolts, and butts. Although prices are very firm, the market is unchanged, and we quote : Lock sets (inside) $4 per doz. and up, lock sets (outside) $12 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per dozen.

FALL LINES—There is now a good movement in weather strip, sleigh bells, snow shovels, horse blankets, burners, cow ties and curry combs. Owing to the fact that little booking has been done, immediate delivery is being taken in many lines that are not usually consigned just yet. Dealers want to get their stocks in order early. Cutlery and silverware are moving well for the coming holiday trade. House cleaning lines continue to move strongly and carpet sweepers, brooms, mops pails, washing and wringing machines, scrubbing brushes and polishes are in active request. There is a general good demand from the Northwest, although nearer home it is somewhat quieter than was anticipated. Enamelware is selling splendidly in the Northwest.

MINERS' SUPPLIES—The demand continues steady. Sorting up orders in picks, hammers, and powder form the greater portion of the trade. The market is unchanged, and we quote :—Miners' picks, 17c a pound ; prospectors' hammers, 20c ; pick handles, $1.85 a dozen ; drilling hammers, 6c a pound ; crowbars, 3½c ; drill steel, 8c.

BOLTS AND NUTS—Although prices in the States have again advanced, quotations this side are unaltered. The demand is good, as dealers' stocks are light. We quote : Discounts on carriage bolts, ⅝ and smaller, 70 ; machine bolts ⅝ and less, 60, 10 and 10 ; coach screws, 75 ; stove bolts, 80 and 7½.

SCREWS—There is a steady call for screws, with the market firm and unchanged in price. We quote : 85 and 10 off for flat and round head, bright ; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES—Delivery is now being taken in axes and axe handles. Booking continues to improve for all lines and fine trade is opening up. The market is unchanged, and we quote : Cant hooks, $12 a dozen and up ; axes, $6.50 a dozen and up ; axe handles, 1.15 and up ; cross-cut saws (inferior), 25c per foot and up, better grades 43c per foot and up : axe wedges 25c a dozen and up.

SPORTING GOODS—Guns are still in strong demand, and not only is there a shortage among dealers, but jobbers are not over supplied. This is somewhat of a contrast with last year. With the demand for guns, ammunition, wads and knives are also prominent. Hockey sticks and skates are in better call, as well as snowshoes. Other sporting lines are also showing improvement.

SHOVELS—Shovels are in fair demand, some good sorting orders being received during the week. The market is unchanged and we quote : First and second grades of spades, 60 and 2½ ; 3rd and 4th, 50 and 2½ ; scoops, 1st and 2nd grades, 50 and 5, 3rd and 4th, 45 and 5.

WIRE—The market is still unchanged, with an improving demand. We continue to quote : Barb wire, car lots and mixed, $2.50 ; small lots, $2.55 ; plain twist, car lots, $2.80 ; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30 ; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

September 24.—Booking for October delivery has been very heavy for the past ten days, and inquiry and orders for fall and winter goods are frequent and numerous. Sales show a satisfactory increase over the preceding weeks, and demand is general. Country and city hardwaremen are asking for shelf and heavy hardware, and builders' hardware, farm implements and mechanics' tools are brisk at present.

Prices are unchanged on all general lines, though jobbers state that some building lines are much too low. The general expansion in the iron and steel trade, with the consequent rise in prices, has improved the tone of the hardware trade. There is now no shading of prices, but a continually improving bettering of market conditions and a firming up of prices.

Wire nails are the particularly bright selling commodity now, and the constant demand has kept factories running at capacity.

BUILDERS' HARDWARE — Large quantities of locks, butts, hinges, keys, knobs, fasteners and other articles of like nature are being sold at present. This line has been a busy one all season and the end is not yet. Demand is made for machine-made sets rather than hand-made goods, and some big importations of high class goods have come in from the United States. The Canadian factories are running to the limit trying to supply the need for builders' hardware. Quite a lot of favorable comment has been made on the output of the Canadian manufacturers. Across the line some competition has developed among manufacturers of wrought hinges and butts which has caused an uneven market on strap and T hinges and wrought butts, many of them selling very low. Mechanics' tools are steadily active. Roofing paper is rushing.

HOUSEHOLD GOODS—There is a "between seasons" air just now. On the whole trading is satisfactory. Orders call for a variety of lines, but small quantities of each. Preserving kettles and bottles have gone out this week on late orders, and some goods sales of housecleaning articles have been effected. Galvanized pails and tubs are only fair in sales, and some few orders call for baskets of wickerwork. The demand for enameled, galvanized, japanned and pieced ware is only pretty good. Kitchenware is ordered spasmodically.

FALL LINES—Farm implements are going out rapidly to all sections of the province. Drain-cleaners in various sizes, spades, shovels, picks and barrows are the articles most in demand. A number of axes, poles, cant hooks and other like implements are going into the lumber country and not a few small orders for small heaters, drills and heavy tools have come in from the mining sections. Fall goods are particularly active just now and next week is expected to show even greater activity. Wire both barbed and plain is a trifle slow as yet, but new business is said to have been placed at the mills. Heating line goods are still wanted, and while present booking is not heavy, shipments are particularly heavy. Snow lines like shovels, sleigh bells, and scrapers were active early in the week.

HEAVY GOODS—Some nice sales of copper slating nails were made during

the past ten days, but the great feature of heavy goods and in fact the whole hardware trade is the nail demand. Wire nails are being ordered just now as freely as at any time during this year, and that is saying a great deal. Nearly every order of mixed goods calls for wire nails and not infrequently the demand is for nails alone. Sash weights have advanced $1 a ton across the border, following the ascent of pig iron, and wrought iron shelf-brackets have also advanced there, as have as well some grades of bolts and nuts. The tendency is to raise the price of all manufactured iron and steel lines in the United States, and Canada, it is expected will follow. Structural steel is fair in demand. Screws are nearly as brisk in sales as are wire nails. Rods, pipes and bars are steady, with good business being done. Cut nails are rather weak.

SPORTING GOODS—Guns and ammunition still hold the fort, so far as prominence in sporting goods is concerned. Shot has gone up 10 cents per 25-lb bag in the United States, on drop, buck and chilled, but no change is yet scheduled here. Football outfits and articles are being placed in the larger stores, though orders so far have not been large.

HARDWARE MARKETS

MONTREAL.

September 24.—Some heavy buying has been noticed this week. Not so much among the smaller purchasers, but by the larger users who are now waking up to the fact that the close of navigation is getting near, and that it is an expensive proposition to run out of metal during the winter. Spelter is in strong demand by the large galvanizing firms, and some heavy orders have been placed through the first hands. Galvanized sheets are also being ordered freely, the fact that Old Country makers will not quote for next year influencing the buying. Pig iron is also in active demand.

The jobbing trade keeps in a healthy condition, and orders, while not on the heavy side, are freely placed. The smaller users are working without stocks and with the markets in their present condition, can continue to do so without fear. No change in prices has been announced this week for ordinary jobbing lots. Of course prices are shaded according to quantity, but the fair average market price remains as it was last week.

Tin has been in good request, and some encouraging inquiries have been received. Copper is a little firmer again, and the shading noticed last week is not so pronounced. Inquiries are good, and plenty of interest is being taken in the market. Lead shows some improvement, but is still inclined to be weak.

On the whole the primary markets show more strength again. Tin has been fluctuating probably in view of the Banca sale. Copper is firmer both in London and New York, but another increase in stocks for September is anticipated. Spelter is still very firm, and in a good healthy position.

PIG IRON—Users of imported pig continue to place large orders for delivery before the close of navigation at slightly stiffer prices. Some very heavy shipments are expected. The Canadian demand is helping to improve the Old Country market. Canadian furnaces are also working on good orders, and the stiffness of prices in the States helps to strengthen the home market. The pig iron situation in the United States continues to strengthen, and there is heavy inquiry from the larger interests for delivery this year and early next year. Furnaces are working at full pressure, and heavy tonnage is being delivered. The railroads are purchasing steel heavily, and some of the mills have the greater part of their output sold to the end of the year. Steel lines are higher in figure, and the end is not yet. The Old Country market is showing improvement, and exportation is heavier. It is hoped that with the heavy demand in the States that Old Country pig may be wanted. Cleveland warrants are now quoted at 51 shillings and sixpence.

TIN—Although the English market has been fluctuating no change has been made locally, the average price for ordinary jobbing lots being around 33c. This price is, of course, shaded for large size orders. A good quantity of metal has been bought during the week and satisfactory inquiries received. As we have said the English market has been fluctuating, the approach of the Banca sale having a tendency to weaken the market. The consumptive demand is fairly strong, but on the whole both the London and New York markets have been somewhat colorless.

COPPER—The jobbing price of 14½ still obtains and with the primary market somewhat stronger, not so much shading is being done. Still, of course, inside prices can be secured for large orders. A good deal of copper has gone out during the week, and inquiries seem promising for much better business in the future. The New York market is on the whole stronger. There has been an improvement in this export business, but it is expected that stocks will show an increase for September. It is more than ever evident that production should be restricted to put copper on a strong basis.

SPELTER—A very heavy demand has arisen for spelter, the large galvanizing interests placing their orders to take effect before the close of navigation. The jobbing demand is also very heavy at $5.75. The English market is strong, and keeps at £23. The heavy buying going on for galvanized sheets, and the improvement in the brass trade, have made spelter very sound.

LEAD—No change is announced in lead, and imported is still marked at $3.45. Trail $3.35. Trade shows an improvement, but the English market is weaker and the situation is none too good.

TORONTO.

September 24.—Particularly in iron is the metal business good this week. The markets, both local and foreign, show strength with all prices, except those in lead, quite firm. Orders while increasing steadily in number are also growing rapidly in volume. The Canadian smelters are running at capacity, and one of them has been compelled to ask assistance of a neighbor to help fill the orders already booked for early delivery. On futures, especially those for 1901, all the iron industries are booking continuously, and in fact prefer to wait awhile before taking orders. It is generally understood that there will be another substantial rise in iron prices before the end of the present year, and for this reason the iron men prefer to wait before accepting bookings.

Foundries, pipe works and boiler makers are particularly busy and have been since the beginning of the summer. Demand for heating furnaces and hot water boilers, too, has considerably helped the iron situation. In steel almost the same condition exists. Structural bars and beams are wanted in various sections of Ontario for building purposes, and machine and tool steel is taking up vast quantities of that metal. All the other metals, even lead, show some strength over a week ago, and all of them are firmer in price, though lead is off color when bona fide sales are taken into consideration. Quotations are unchanged.

In the United States a number of things are happening. Demand for iron and steel is going ahead by bounds, and prices on all manufactured lines are advancing pretty generally. Some eastern furnaces have been complaining of scarcity of ore, and 100,000 tons of Cuban ore have been brought in. Development is noted, too, in Canadian Lake Superior ore, though as yet no large quantities have been taken out. Some English pig iron has been brought to eastern U. S. ports to meet the demand there, and this, together with importations into Canada, has caused the British markets to advance prices to nearly the figures of 1907. In scrap both Canada and Germany have made satisfactory sales in the United States, the former in iron and steel and the latter almost exclusively with steel.

PIG IRON—The demand for pig iron is still quite active. In fact this is the best selling article in the metal market. Delay is now being experienced with deliveries and shipments, and many furnaces and iron jobbers have their hands pretty full for a couple of months ahead. This has made the local market very strong. The prospects for 1910 are of the brightest. Bookings are offered for next year, but makers and jobbers fight shy, as an advance is expected before the end of this year. For ordinary lots iron prices remain unchanged. No. 1 Canadian foundry is about $20; No. 3 Middlesbro is $20.25, and Cleveland is $20.75.

COPPER—A fairly good business has been transacted this week. Foreign markets report a firmness that was absent a week ago. Trading with consumers has been about as usual. Prices, locally, are unchanged at 14c and 14½c for lake and casting ingots.

LEAD—The market is easier, but trading is better than last week; almost any price may be had for quantities on

actual sales, although quotations remain about $3.55 and $3.45 for imported and domestic leads in 100-lb. lots.

SPELTER—The market is a shade firmer, though local quotations remain at the old figure of $5.75. The galvanized trade is actively employed and are buying frequently though in small lots.

SHEETS AND PLATES—Enormous business has been done of late—for probably a month back—in both these lines. Further importations to cover orders and demand for fall delivery have had to be made. Prices are low considering the advances made in the iron and steel world, and are unchanged from last quotations. Stocks at present are very low.

TIN—This metal is firm, but unchanged in price. The local quotation is yet 32c. Malay tin is not coming forward so well as a year ago. This is said to be due to the low prices prevailing in Europe. The decline amounts to nearly 10 per cent.

OLD MATERIALS—Scrap iron is the busy line in old materials, the other metals being rather quiet with stocks pretty large. Machinery scrap is easier now that industrial plants are fairly well filled up. This, however, is the only scrap line which shows a change. The prices offered are as follows: Heavy copper wire, 11¼c; copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16, stove plate, $13; malleable and steel, $8; old rubbers, 9c.

WINNIPEG TRADE GRIEVANCE.

Winnipeg, Sept. 21.—The members of the Retail Hardware Association met on the evening of Sept. 20 and discussed several questions regarding the protection of the retail trade. Several members produced evidence against local wholesale houses that were selling retail, and upon motion it was agreed that the secretary be authorized to write the wholesalers in question, producing the evidence which was presented and requesting them to discontinue the practice, upon the penalty of being dropped from the retailers' list.

It was further agreed that at the next meeting of the association, the secretary of the Retail Merchants' Association be asked to be present to explain the by-laws of that association, with a view to unite the two organizations. The general opinion was that the Hardware Association would be greatly assisted in maintaining their right should they have the co-operation of the other merchants.

J. Fowler, Goderich, is preparing plans for an addition to the hospital in that town. Approximate cost, $4,500.

A decision has been made by the Public Library Board as to the site for the new Hamilton library. It is the intention of the board to begin building operations as early as possible in the spring.

HARDWARE TRADE GOSSIP

Ontario.

Jacob Eyer & Son, Richmond Hill, are advertising their hardware and tinware business for sale.

Mr. and Mrs. J. Walton Peart, St. Marys, are spending a few weeks' holiday at Louisville, Kentucky.

Chas. Watt, Ottawa, has moved his hardware business from Bank Street to larger premises in Sparks Street.

W. G. Colville, who has opened a hardware store at Fort William, has taken his family to his new home town from Barrie.

Walter Timms, Stratford, has sold his tinsmithing business and stock to C. J. Werner, and in the future Mr. Timms will work for Mr. Werner.

James Brown, late with the Hobbs Hardware Co., London, has entered into partnership with J. Vance in the hardware business at Inwood, succeeding T. Smith.

T. F. Hodgson, Toronto manager of the Dominion Wire Co., spent last week in Montreal, and while there attended a reunion of the members of the Montreal lacrosse club's champion team.

Percy Applegate, an employe of J. B. Crawford's hardware store, at Dutton was placed under arrest on a charge of bigamy. He is said to have three wives at various points in the United States, and was arranging a fourth venture when arrested.

C. F. Grover, who formerly represented the Dominion Wire Co. in the territory west of Toronto, and has more recently been traveling for the London Fence Machine Co., has again joined the staff of the Dominion Wire Co., and will cover his old ground on their behalf.

Quebec.

J. & L. Lacombe, Sherbrooke, have been on a visit to Montreal.

T. H. Jorden, of A. C. Leslie & Co., has been visiting New York.

W. J. Wall, manufacturers' agent, Montreal, has been on a visit to Chicago.

A. J. Teakle, of H. & J. Young, Quebec, has been visiting hardware circles in Montreal.

The assets of J. A. Massicotte, grocer and hardwareman, at St. Prosper, are to be sold on Sept. 29.

John Irwin, Montreal sales manager, Brandram-Henderson, Montreal, has been on a visit to Toronto.

J. O'Keefe, manager at St. John, N.B., for the James Robertson Co., Montreal, has been on a visit to Montreal.

F. O. Lewis, president of Lewis Bros., Montreal, will be sailing for Montreal from the Old Country, about Oct. 3.

A. T. Linton, of Linton & Hall, Calgary, accompanied by his wife, has passed through Montreal on his way home.

Jos. R. Henderson, president and general manager of Brandram-Henderson, Montreal, has been on a visit to Winnipeg.

Art Ross has removed his sporting goods establishment from St. Catherine Street West, Montreal, to Peel Street close by.

T. C. Collins & Son, manufacturers' agents, Montreal, have moved from the Commercial Exchange building to No. 215 Coristine Building.

J. Thurston Smith, secretary and treasurer, Lewis Bros., Montreal, has returned from an interesting visit to the Cobalt country, going so far as Cochrane and Elk Lake. Mr. Smith speaks in most enthusiastic terms as to the prospects of the country, and considers that when the railroad reaches Elk Lake it will be a much bigger place than Cobalt. It was a great hardware section, and already the trade in general hardware goods totalled at Elk Lake $50,000 a month. There were many good stores in that section of the country. Mr. Smith is enthusiastic as to the silver wealth of the mines, but he is not so taken up with the cost of living. It was a great education for anyone, said Mr. Smith, to take the trip. C. M. Strange, during the conversation, mentioned that the country had changed greatly from the time when, as the first hardware traveler to go into that section, he had to take the narrow gauge to Gordon Creek, and then be towed in a scow to Mattawa, and on to Haileybury and New Liskeard.

Western Canada.

P. A. Sharpe is succeeding G. M. Aikins in the hardware business at Earl Grey, Sask.

Harry McClellan, hardware merchant of Alton, Ont., is on a trip to northern Alberta.

Great Britain.

A very pleasant "Coming of Age" celebration took place a week or two ago, when the employes of the Grove Chemical Co., Appley Bridge, enjoyed a day of outing and recreation at New Brighton, near Liverpool, as the guests of the Directors. This happy event celebrated the 21st anniversary of the Appley Bridge set of buildings erected in 1888, although the Company was established some thirty years before that date. The work-people of the company showed their good-will towards the directors by presenting a very fine polished oak aneroid barometer to Herbert and Walter Howarth. On a recent visit to Appley Bridge, it was noticed that several extensive additions had recently been erected, and the present very satisfactory condition of trade seems likely to continue indefinitely. The Grove Chemical Co. state that their Canadian trade is developing in a very encouraging manner. treal lacrosse clubs champion team.

A sanatorium will be established at Manitou Lake, Sask. The charter of the company will be issued and the erection of the building will be begun this fall. It is planned to have the new hotel open for business early next spring.

Little Things That Count in the Hardware Store

Loss of Custom Often Caused by Neglect in Minor Details—The Broken Latch Forgotten—Watch the Dust, Dirt and Dead Flies in the Display Window—A Merchant's Method in Greeting Every Customer—His Consideration for His Clerks—What Personal and Store Appearance Stand For—Persist in Showing the Prospective Customer the Goods You Have for Sale.

By Chas. W. Mantony.

The would-be purchaser on the outside pressed and squeezed and jerked at the latch-lock of the door. He paused, stared at it a while, sized it up carefully, and made a more scientific attack. The scientific attack had no effect on the door; but the would-be purchaser tugged till he grew red in the face.

"Wonder what's up," he muttered, suspiciously.

He glanced around for the bailiff's ill scrawled notice, the usual token of a distress for rent. None was in sight. People were inside the store, and business seemed to be going on as usual.

Just then the door was opened from the inside, and a cheerful clerk remarked:

"Lock's out of order. Awfully sorry. Get it fixed right away. What can we do for you?"

As a matter of fact, the lock had been out of order for nearly a week. People who were not acquainted with the peculiar knack of making it work properly when it didn't want to, had tugged vainly till the cheerful clerk came—or till they tired of the job, and went elsewhere.

Just how much passing business the merchant lost through that defective lock he never knew. How many sensitive people who had grown red faced with the foolish but natural conviction that the entire street was watching their futile efforts, is a matter for guess work; suffice that a fair proportion, whether they ultimately broke in or not felt like shunning that place forever afterward.

Of course, people should not be sensitive. This, doubtless, is a truism. There are very few people who are not sensitive, however, and some of these belong to the dead beat class, which, like the poor, we have always with us. So, after all, instead of trying to persuade people that it is foolish to be sensitive about a little thing, it is usually cheaper and quicker for Mr. Merchant the minute he finds his lock out of order, to telephone the locksmith.

Just One of Many.

The defective lock is frequently met with in stores in towns and small cities—particularly in the stores of merchants who are apt to procrastinate or forget. Incredible as it may seem, a merchant has been known to leave his door for a couple of months in such a condition that it is a genuine torture for a sensitive person to get out or in. It is a little thing. It is one of many little things which may bulk big in bad results.

It is very nearly related to the door that gets swollen with melted snow and won't shut or open except under almost hydraulic pressure; or the door that, the moment the customer enters, flies shut with a terrific and nerve racking bang; or the sidewalk that in winter is left covered with slippery ice, which often forcibly reminds the passerby that eternal trick balancing is the only price of safety and that carelessness goeth before a fall—and that leaves in him, too, whether he falls or not, a deep rooted dislike to Mr. Jones, the only merchant in the block who left his sidewalk as slippery as he found it.

Of course, this is Sept. But December is coming. Paste this over your desk, if you happen to be Mr. Jones, and next time you see ice on your sidewalk, have your clerk, first thing in the morning, in the quiet spell right after 8 o'clock, sprinkle a little sand where it will do most good.

In the Show Window.

This eternal watchfulness, this careful, microscopic attention to the little things of business, may be tedious to the man who has never practiced it—but it pays. In time it becomes a habit. The merchant becomes careful, watchful, attentive to little things, as a matter of course. No effort is required. The clerks get a good example, which, often, is a great deal better than a good "dressing down." And, after all, the employer's example counts a lot with the clerk.

For instance, your show window is intended for one purpose—to draw trade. The hot weather is here. Will that wilted lettuce, those shrunken cucumbers with the lines of drouth about them, those peaches and tomatoes with the obstreperous and outspoken bad spots—will they draw trade? Those glass sealers that have been piled into the window with the obvious dust still upon them because you were "rushed"—will they prove as attractive to the woman who joys in housecleaning, in comparison with the sealers carefully polished off by the man across the street? Are people going to be magnetized into coming in and buying when the white paper which carpets the bottom of your show window is black with the fly specks which have accumulated in the weeks that you have been too busy—or too careless—to change it? Will those dead flies in the odd corners emphasize the purity of your sugar and spice?

Show windows there are which naturally and inevitably inspire just such questions. People are touchy, especially about what they eat; and, even before cheap goods, the average housewife insists on clean, fresh, uncontaminated goods. So see that your fresh vegetables in season are kept fresh, that the dead flies are removed as they accumulate, and that your display is clean, even in preference to being artistic. Put yourself in the buyer's place. Then common sense will do the rest.

Little Things Inside the Store.

I know a grocer who makes it a point to speak to every customer who enters the store, right after his entrance. He may be waiting on an earlier customer at the time, but he will say, "Excuse me a moment," while he gives the newcomer a word of greeting and sees that a clerk looks after his wants. This grocer has developed the habit of doing this in what one might call the twinkling of an eye, so that, while the little diversion can hardly offend the first customer, it has inevitably a certain flattering effect upon the second. Frequently, even when he himself is not busy, the grocer will after the first word or two of greeting, turn the customer over to a clerk. He does this purposely.

"I believe in giving my clerks work to do," he says. "In some stores there is never a clerk will move unless the proprietor is busy. No—I don't think it's laziness, in most cases, but natural deference to what the clerk, rightly or wrongly, considers superior salesmanship; allowing such a practice isn't giving a clerk a fair chance to make good. Furthermore, it is educating a lot of customers to ask for the proprietor, and refuse to be waited upon by anyone else. When I call a clerk to

wait upon a customer, I show my confidence in that clerk. I think it is good business."

As for his practice of dropping everything to greet each newcomer, he calls it "my fad." It may be good business for some merchants, bad business for others. He is satisfied with the scheme.

But, whether so extreme an idea is going too far or not, it is much better business than keeping customers waiting while a clerk marches all the way from the back of the store, or while the proprietor concludes a half hour conversation with a bosom friend on some topic which has nothing to do with his business.

The customer merits the merchant's first attention, and that of his clerks. It should be prompt attention. Many merchants make it a rule to instantly drop private conversations the moment a customer comes in, and wait on the customer before resuming the thread of the narrative.

At the same time, it is not a bad idea when time is not pressing, to indulge in a little chat with a customer, regarding some topic of interest to the latter. You should be pretty sure beforehand, however, that the customer is not in a hurry to get away; and you should never linger to talk when there are others in the waiting line.

Other Little Things.

A man's personal appearance is doubtless his own affair. Nevertheless, it pays the grocer to dress well. A week's growth of incipient beard or a mop of hair that hasn't been combed or an old suit with patches and grease stains—these, really, are not prepossessing items in a merchant's make up. Neither are they in a clerk's.

It pays to have the paint brush used on the store front now and then. Usually there is very little woodwork about a modern store front, so that the expense of an annual retouching is scarcely worth mentioning. And it brightens things up immensely.

There are little sections of the windows that careless clerks persistently neglect to clean properly when they are at work with the mop. You may never have noticed them. Just take a look, and, if there are any little, dusty nooks or corners, have them swabbed out. Then take another look, and note the marked improvement in the general effect.

You use price cards in connection with your window displays. See that names are properly spelled. See that prices are distinctly marked. Strange as it may seem, the funny spellings which adorn price cards are legion. A missing letter, a "3" that looks like a "5" or a "5" that looks like an "8"—these are little things. But they count.

Let People See the Goods.

Keep your goods in view. This doesn't mean exposing perishables to sun and flies, but it does mean displaying stuff where it will be a continual reminder to the customer of something he wants and would not have bought if he had not seen it. Change these displays in window and on counter frequently. It may seem like unnecessary work to move a lot of unsold stuff back to the shelves and move a lot of other stuff out to the counter—but I've met many a merchant who credits a good share of his sales to the persistent habit of putting things where people can see them, and changing often.

And, above all, cultivate the faculty of looking out for the little things, of doing the little things that will help you to success, and of leaving undone the little things that are bound to militate against you.

BUSINESS POINTERS.

People like to do business with a man who is prompt. Be there when you say you will. Punctuality is the courtesy of kings.

Like master, like man. Many a good clerk has been spoiled by the wrong sort of employer, while many a poor clerk has made good under the right kind of instruction and example.

Some merchants treat traveling men as if they were all thieves. Those same merchants get mad if their customers treat them that way.

An ungainly, home-made word is "Sticktoitiveness," but it spells success in advertising more than in anything else. Don't be a quitter.

It's easy to begin well. A new broom always sweeps clean, but it is in the home stretch that races are won.

Treat your clerks like honest men, but don't tempt them with loose cash handling methods. Even honesty has its limitations.

Special sales are all right. Advertising is a necessity. Window displays are valuable, but the first rule in the book is to have the goods.

Every window display should be so made that each observer will go away with one idea in mind that will do you good.

The merchant who isn't generous soon gets the name of being stingy. Who ever heard of a stingy merchant being successful?

When you say to a customer, "What else would you like, Mr. Smith?" aren't you more likely to make him stir his mind for something else that he wants than if you say, "That's all, I suppose?"

Be merciful to the man with the subscription paper. He doesn't like his job and he isn't after money for himself. He will remember your courteous treatment.

Don't tie so much red tape around your parcel-wrapping and change-making methods that your customers will go to the other fellow's store when they are in a hurry.

In advertising follow the line of least resistance. Push hardest where competition is weakest until you are as strong as your competition.

Quality is the best talking point. Cut prices only attract the bargain hunters. They will leave you the next day. Customers who like the quality of your goods will continue to trade with you.

Do not sell goods that are regularly slashed by the price-cutters. The biggest cutter in your community sooner or later will make the biggest assignment for the benefit of his creditors.

There are thousands of people in the great failure army to-day who might have been successes but for losing their grip through discouragement, caused by constant fault-finding and suppression. It is not every youth that has the stamina to hold up his head, no matter how much he is repressed. Some tender natures, very finely and superbly organized, succumb to such treatment, and never develop, just as some delicate buds will not open their petals and fling out their fragrance in a cold atmosphere.

GLUE FROM COD'S HEADS.

An enterprising firm in St. John's, Nfd., has erected a factory, now in operation, for the manufacture of glue from cod's heads. The heads are thoroughly cleaned first of all, and then transferred to a large vat, subjected to a specific temperature, the steam extracting all the glutinous substance. The liquid is then conducted from the vat by pipes into large tanks, subjected once more to a specific temperature of heat, by which means the water is evaporated from the mass, after which the glue is drawn off and placed in suitable casks for exportation. The glue is of a superior quality, and its treatment by preservatives inhibits the possibility of any offensive odor arising from it when being used.

Woodstock city council have so far committed themselves to the new Delatre Street school proposition as to authorize the city solicitor to prepare a by-law providing for the setting aside of $30,000 for a new building, and for the repair of the Beale street school.

Trade Gossip from Canada's Eastern Provinces

Company After Charter Allowing it to Manufacture Turpentine From Stumps—Moncton Company to Make Steel Ladders —St. John May Get Sugar Refinery — Newcastle Hardwareman Married.

ST. JOHN.

September 22.—Application has been made to the Provincial Government for the incorporation of a company, to be known as "The New Brunswick Turpentine and Tar Company," with a capital stock of $1,000,000, and headquarters at Doaktown, Northumberland county. This is the company to which reference has been made in previous correspondence as engaged in building a plant for the extraction of turpentine, tar, and oils from pine stumps, etc.

The St. John Real Estate Co. is commencing the erection of a six-tenement wooden building on Murray Street. Wm. McDonohue will do the plumbing work. F. Neil Brodie is architect.

Application for incorporation has been made to the Provincial Government by William McAllister, of Moncton, and others, as the Empire Steel Ladder Co. Mr. McAllister secured a patent on this ladder in May, 1908, and it is the intention of the company to manufacture and sell the ladder, and also other minor flexible steel articles, and to carry on a business as founders, with a capital stock of $24,000.

F. C. Durant, who was in St. John a few weeks ago, looking over possible sites for the establishment of a sugar refinery, is again in the city and has been in conference with the Board of Trade and members of the city council. Mr. Durant is very favorably impressed with St. John as a location on account of its being on the sea coast and also having excellent rail facilities. He says his company would operate under a Dominion charter, and would be capitalized at $2,500,000. The plant to be erected would cost in the vicinity of $2,000,000. He is asking the city to grant a free site on the shore of Courtney Bay, and to give exemption from taxes and water rates for a term of years. He says that about 300 hands would be employed. The proposition is now being considered by the city.

W. S. Fisher, of the firm of Emerson & Fisher, has returned from a visit to the Toronto Fair, where the Enterprise Foundry Co., of Sackville, of which his firm are proprietors, had a large exhibit.

Harry V. Vaughan, manager of Emerson & Fisher's branch in Sydney, C. B., was in the city last week, having been summoned home on account of the death of his father, Samuel T. Vaughan.

There is considerable activity now in building circles. Several large contracts are nearing completion, such as the addition to the Royal Hotel, the big new brick and stone residence for F. P. Starr and the rebuilding of the marsh bridge abordeau. A large number of new dwelling houses are in the course of construction, and all through the summer there has been a good demand for building materials of all kinds.

The ground has been marked off in the "Island yard" for the new I.C.R. car repair shops to be built by A. E. Hamilton. The cost is estimated at about $7,000. Mr. Hamilton has also been awarded a contract by the C.P.R. to build a warehouse at Presque Isle, to be completed by October 15. The contract for the new consolidated school, which is to be built at Kingston, Kings county, to replace the one which was burned in April, has been let to Leonard Fairweather, of Hampton. The work will be started at once and the cost will be about $12,000. W. E. H.

HALIFAX.

September 21.—Considerable improvement is noted in the hardware trade since my last report. The travelers now on the road are sending in fairly good orders and the prospects on the whole for a brisk business during the autumn are much brighter than they were earlier in the season. The demand for fishing supplies is rather light at present, but the fishermen have made good catches this season, and they will purchase outfits later on.

Prices at the present time are steady and there have been no marked changes recently. An advance is expected shortly in zinc and galvanized sheet iron, as both of these articles are very firm and have a strong tendency to go higher. Cement continues in heavy demand, and large sales are reported. Glass is also in good demand, as is also roofing materials.

The millinery stores of Halifax had their opening displays of fall millinery last week, and the hardware store of Cragg Bros. also had "a millinery display." Few passed the store without pausing to "take in" the unique "millinery" display made by that firm in their north show window. The window was filled with some of the latest designs in headgear, formed with hardware or tinware, and trimmed with feather dusters, mops, etc. One hat worn by the ladies at the "North Pole," was quoted at $200, but it was offered for sale at $199.99. The body of this hat was in the shape of a mushroom, and it was made with a bath tub, with mops and feather dusters as trimmings.

There is considerable mining development going on in various parts of the province at the present time, and some of the gold mines are giving good returns.

Building operations continue quite brisk, and the contractors who have large jobs on hand are making good progress.

Halifax will have another hardware store in a very short while. The new firm will be known as the Halifax Hardware Company, and the members are all familiar with the trade. They are Mr. Laurence, who was a partner in the firm of H. H. Fuller & Co., Henry Bennet, who was manager of the same firm, and Mr. Way, who was on the road for many years for the Fuller Company. The firm will open up with an entirely new stock. J. H.

NEWCASTLE.

September 21.—Wm. Ferguson, of the hardware firm of John Ferguson & Sons, Newcastle, lieutenant of the fire brigade and ex-town councillor, was married to-night to Miss Bessie, daughter of Mr. and Mrs. Wm. S. Gremley. Mr. and Mrs. Ferguson left to-night for Montreal, where they will spend a week, then leaving for the Pacific coast, where they will seek a new home, Mr. Ferguson having severed his connection with the firm. H. W. H.

Interesting Trade Items Gathered in Ontario

St. Thomas Furniture Store After Stove Trade—Co-operative Store at Brantford not Paying — Bonus By-law Defeated at Goderich—Varied Lines Shown by Hardwaremen at Chatham Fair—Exhibits at Ottawa Exhibition.

KINGSTON.

September 21.—Dealers say stoves are beginning to move out, and, that there is every prospect of a good sale of stoves this season. The cold snap of a few days ago brought us a few sales. All the dealers are putting the stoves to the front, making special displays.

Several dealers have been doing some special advertising in the local papers, relative to hunting supplies. They have also been able to help along sales by attractive window displays. The hardwaremen have found that it pays to have attractive windows, and more attention is being paid to this now than there has been in the past. "Advertising is the life of trade, is an old saying," said one merchant, "but it certainly does pay."

It has been figured out that if the city adopts the system of using oil on the streets, to keep down the dust, it will save $1,000 per year, and if this is the case, ratepayers say that the oil system should be adopted. Last year it cost $3,066.60 to water the streets, and by oiling, it is to be cut down another thousand.

The sum of $23,000 is to be expended on repairs and alterations to St. Mary's Cathedral, including: decorations, $9,-

000; electric lighting and fixtures, $1,500, and installation of the ventilation system, $1,500.

Contracts have just been let for the new wing, at the Hotel Dieu, and work will be commenced this fall.

E. G. B.

OTTAWA.

September 21.—The Central Canada Fair is now an event of the past, and in history it may be marked as being a great success. The excess of receipts this year over 1908 was over $7,000, and the whole exhibition proved an interesting and instructive occasion. The only plumbers to have an exhibit this year—and it was a creditable one—were Currie & Levack. Other Ottawa firms exhibiting goods in the hardware line were: R. Mulhall; Gurney-Tilden, stoves and ranges; J. R. Cameron, New Idea furnace; Kenneth McDonald, Moffat stoves; S. A. Luke, D. Moore Company's stoves; Butterworth Foundry, ranges, furnaces and Fleming grate bars; National Mfg. Co., stoves and ranges; F. W. Bird & Co., Pariod Roofing; Philp Carey Co., Magnesia Flexible Cement Roofing; General Supply Co., Brantford Roofing; Canadian Oil Co., paints, varnishes and oils; Canadian Sheet Steel Corporation of Morrisburg; E. F. Dey, boats and canoes; Hurd & Co., boats, canoes and sporting goods; Ottawa Gas Co., gas stoves; The 1900 Washer Co., washing machines; R. H. Smith Co., St. Catharines, saws.

J. H. Connor & Sons had a good display of wringers and washing machines. They report a brisk business and are planning a good strong campaign after more business.

The sittings of the Royal Commission on closer trade relations between Canada and the West Indies are now being held in Ottawa.

G. E. M. H.

TORONTO.

Toronto, Sept. 8.—The retail merchants of Arthur Street have recaptured their fair share of business through a unique and cleverly-managed celebration. This street from one end to the other was torn up and was undergoing repairs, and reconstruction since the 1st of April. It was in such a condition that traffic was practically impossible. Business was suffering. The street looked for a long time as if an effort had been made to do something, and then, as if the officials had given the work up in disgust.

For weeks and weeks nothing was done. Either the workmen were out of material or else the engineer was changing his palns, or for some other reason the work was delayed. A great deal of indignation was felt by the merchants against the officials whose business it was to look after it. Women and children were in danger of breaking their necks, or at least, of spoiling their shoes in trying to wade through mud, mortar, stones, etc., and, therefore, turned away from Arthur Street to do their buying.

It was in this condition from the 1st of April to September, and when at last it was completed, the merchants conceived the practical idea of holding a celebration in order to let the people know that Arthur Street was once more passable and that they were anxious to see their customers back again. A few of them put their heads together, formed an organization, appointed a chairman, secretary and a treasurer, laid their plans, and went to work. All the merchants on the street fell in line and became enthusiastic supporters. Money was liberally subscribed; 2,500 Chinese lanterns were secured; two bands engaged, and the great celebration came off on the night of Sept. 1st. Great generalship was manifested on the part of the promoters. They distributed the Chinese lanterns to every house on the street, with the instructions to put them up in a certain way and at a certain minute on the evening of the celebration. Almost like lightning the whole street, which was packed on both sides by thousands of spectators, was under the brilliant illumination of 2,500 Oriental sparklers. Bands, calithumpians and the ever irrepressible boys, paraded the street until eleven o'clock, greatly to the enjoyment of the mass of the people and to the perfect satisfaction of the merchants of Arthur Street.

It is claimed that 30,000 people lined the street. Everybody went home well pleased, and Arthur Street had retained its full share of the trade to which it is entitled. While the promoters deserve much credit, the fact must not be overlooked that the merchants on the whole street worked unitedly and in harmony for the good of the street—this is the secret of the great success.

BRANTFORD.

Sept. 21.—The Brantford Co-operative News, a monthly publication, in its September number breaks into a tirade against The Canadian Grocer in its recent articles respecting co-operation. It says in part:—

"As to whether our educative work in Brantford will succeed remains to be seen. We think it will. Conditions point that way. If we are wrong and the five thousand working men feel that they need and can afford to pay for the luxury of 50 or 60 food distributors with the enormous multiplication of trade expenses, when one large central store selling everything, and four or five branch stores selling food would suffice, they ought to pay those 50 or 60 men a living profit, just as they themselves expect a living wage."

Possibly The Co-operative News is of the opinion that it can force the other stores in the city out of business, when, as a matter of fact, the local store is not on a paying basis.

A meeting of the temperance workers was held last week, when it was decided to go ahead with preparations for the "local option" campaign. The merchants of the city, on the whole, are favorable to the carrying of a local option by-law, being of the opinion that money now used to swell the coffers of the hotelkeepers will now go to the hardwaremen, grocers and others. The fight here will be a stiff one.

A referendum will be submitted to the people for a new market building, in connection with the proposed location of a new postoffice on the present market square. The proposed site is suitable in every way, and the buildings proposed would cost about $50,000.

Telephone City stores report that the sale of stoves for September, so far this year, exceeded the whole of the month in 1908. Other local dealers are also enthusiastic over the movement in stoves and furniture.

A. Ballantyne's west window is attracting some attention this week. It is a mechanical exhibit of Sherwin-Williams' paint, with the paint firm's trademark, as the centre.

The contract for the new Union Realty Co.'s building on Dalhousie Street has been let to Schultz Bros., and work will be commenced immediately. It will be three storey, brick.

A new Anglican mission will be erected on Brock and Elgin Streets, and work will be commenced shortly.

Bert Warren, late of Kloepper & Co., Guelph, has entered the employ of the Brantford Cordage Co., and is now on the road, traveling between Toronto and Montreal.

Buffalo capitalists have applied for a charter for an electric railway to run from Port Colborne to Welland, Port Robinson and Niagara Falls.

The annual meeting of the Sanderson-Hawld Co., Paris, was held last Monday, and report that in spite of the fire, which came in their busiest period, the year was a successful one. The new factories are now almost completed.

A. W.

GUELPH.

September 21.—H. Occomore, stove and tinware merchant, received the sad news this week of the death of his father in England.

A lot of cement is being sold in Guelph just at present; in fact, it is the opinion of several of the hardwaremen of this city that it has been about the best selling commodity they have had durin gthe past week or so. The exceptionally large sales of cement are due to the fact that a lot of farmers are building cement silos and barn floors, now while the cement is down so very low in price.

H. Occomore took in the Western Canada fair and did some business in London, one day last week.

A Guelph alderman who recently had need of a garbage pail went the rounds of all the local hardware stores getting prices, and then sent to Eaton's for a galvanized iron one, which he got so cheap that after paying express he was five cents ahead of the game.

Morgan White, of the staff of Kloep-

fer's wholesale hardware establishment, has left that firm to take a position with a large firm in eastern Ontario.

Matthew Kelly, superintendent of the Guelph Stove Foundry, has returned from his wedding trip, and settled down to work. Upon the eve of his wedding the employees of the firm gathered around him in the shop just at the close of the day's work and presented him with a very handsome set of den furniture, for his room in his new home. The firm also made a very handsome present to "Mat," showing that they, too, appreciated the happy faculty he has of making things go, and keeping everybody happy around their works.

An addition will likely be made soon to the Residence Building at the Ontario Agricultural College.

H. S. N.

CHATHAM.

September 21.—Chatham's fall fair, the Peninsular Exhibition, is in progress this week, this being the opening day. The exhibits are far ahead of anything in its history, and the attendance has been excellent. Two hardware firms take advantage of the opportunity to reach country and city customers by placing displays in the main building. Westman Bros. have an attractive exhibit of Jewel stoves and ranges, A. D. Westman, who is also an active member of the fair executive, being in charge. Geo. Stephens & Douglas are displaying Nordheimer pianos, White sewing machines, washing machines and other side lines to which they have been giving considerable attention in connection with their regular hardware business. Mr. Stephens himself was in attendance to-day.

Negotiations are in progress whereby it is expected that the Canadian Gas Power & Launches, of Toronto and Chatham, will dispose of their Chatham plant, formerly the Defiance Iron Works, to a new firm. It is anticipated that the deal will be completed in a week or two, and that the new proprietors will operate the concern at its full capacity.

The Petrolea Wagon Works, Petrolea, is adding a new paint shop, two storeys in height and 80 x 90 feet, to its plant and will shortly build a large shipping warehouse. The concern is exceptionally busy with 125 hands steadily at work.

The Crawford Handle Factory at Tilbury is running night and day in the effort to keep pace with orders. On the whole, the industrial outlook in this vicinity is very promising.

The Sydenham glass factory at Wallaceburg is now in full operation again, while the new factory is being rapidly rushed to completion so as to operate as soon as possible.

H. D. McCay, hardwareman, Kingsville, is branching out into other lines, having taken the contract to lay a large amount of silex walk for the municipality.

Mr. Brown, Thamesville, who has had some years' experience in hardware and tinsmithing, has purchased Mr. Smith's interest in the Inwood hardware firm of Smith & Vance. The new firm will be known as Vance & Brown.

E. S. Hubbell & Sons, hardwaremen, Thamesville, are having a cement walk laid to the entrance of their workshop.

H. Lendon, hardwareman, Leamington, who recently purchased the J. L. Wagner warehouse, intends to fit up the building as a mammoth hardware store. He has purchased a complete new outfit of shelves, fixtures and silent salesmen and intends making the new store the equal of any in western Ontario.

J. G. Crosby, hardwareman, Highgate, was recently elected president of the newly formed Highgate Lawn Bowling Club.

W. E. P.

GODERICH.

September 21.—Contracts were recently let for a new public school building at a total cost of $22,130. C. J. Harper is the successful tenderer for the plumbing, galvanized iron work and electric wiring, the figures for the three contracts being respectively, $820, $765, and $250. C. C. Lee receives the contract for a heating system, the figure being $1,959.

The by-law to guarantee the bonds of the American Road Machine Co. to the extent of $40,000 and to grant the concern certain other inducements to locate in Goderich was defeated at the polls. While the vote stood 524 in favor of the measure and only 114 against, the total favorable vote fell 54 votes short of the required three-fifths of the voters' list. There is talk of submitting the by-law a second time.

Local contractors report that this has been a good year for building, especially in the residential line, quite a few new buildings having gone up in the town, while local builders have also been active in the surrounding country. These new residences have been almost without exception modern and substantial structures.

V. L.

ST. THOMAS.

Sept. 21.—Trade in hardware lines the past week has been on the quiet side. The fall fairs being an attraction to a large number of city people, as well as those from the country. The merchants, however, are not complaining, as the season has been very good, and every one is looking on the bright side.

Col. Stacey, who has been on a visit here, left for his Australian home on Wednesday.

G. A. McMurtry has moved into his new store, and is busy getting into shape for the fall trade.

G. A. Ingram, president of the Ingram & Davey Co., is receiving the congratulations of his friends over a new partner he has taken into the firm. "It's a boy."

Ingram & Davey are showing two good windows. One is given over to stoves and ranges, the other displaying gas and electric fixtures, which are all connected, and lighted up at night, many sales have been made through this showing.

Geo. W. Brown, of G. W. Brown & Son, has returned from a trip to the Pacific coast.

A. Conn, of Aylmer, has taken a position on the staff of G. A. McMurtry & Co.

Albert Campbell, the Ross Street hardwareman, reports trade in good shape, and is looking for increased business as soon as the subway is completed. Mr. Campbell makes good use of his window, always having an attractive showing of seasonable goods, well arranged.

W. Rose, formerly of the Ingram & Davey staff, is now with R. H. Blackmore.

The W. B. Jennings Furniture Co. have taken over the agency for The Gurney Co., and are making a display of stoves and ranges.

G. A. F.

News From the Prairie and British Columbia

Traveler Joins Saskatoon Heating Firm—Horse Show Windows in Hardware Stores at Victoria—Airship Window Display at Vancouver—Large Iron Works and Saw Plant to Locate near Vancouver.

VANCOUVER.

September 18.—In keeping with all the newspaper talk of aviation, an all hardware airship has been in operation during the past week in the window of McLachlan Bros.' hardware store on Hastings street, and proved quite an attraction. The gasbag was made of two galvanized tubs, two dishpans and two pieced tin pails. The carriage, which was suspended by cotton bed cord, consisted of an ironing board for platform, cage mouse trap for house, chalk line reel and dividers for steering gear; three vegetable grates constituted the rudder, bowl strainers and cake cutter, the propeller. The guard rail was spring clothes pins and brass jack chain. The propeller was operated by an electric fan, which was placed behind the background, this being covered with cooking utensils. A sign read: "Kemp's diamond ware is high in quality but low in price."

Among the new buildings for which permits were issued during the past week was one for a $95,000 brick hotel to be erected on Pender street by C. C.

Smith. Another item was for a $15,500 apartment house on Bute street. A large number of apartment houses are going up in different parts of the city, but principally in the west end, toward English Bay, which is the most popular residential section. This summer every place has been full, and good returns are realized. The total value of the permits for the past week was $167,826.

Hardware and plumbing men who have contracts in connection with the new courthouse are loud in their complaints over the slow work of the contractors. The stone walls have been standing all summer, with hardly a bit of work done, and though it was anticipated that by the rainy season the roof and dome would be on so that inside work could be gone ahead with. Instead, the work will have to stand over until spring, even if the the roof were started immediately, as it could not now be finished. This being the case, the contractors for inside work have all their material on hand and this amount of money will be tied up for several months yet. It was expected that inside work would have been under way by this time.

Last Saturday, the employees of McLennan FeFeely & Co., wholesale hardware, were taken to Gambier Island on a picnic by the firm. The idea was Mr. McLennan's, and the large crowd were given a fine time. The invitation included the request to "bring your children, if you are lucky enough to have any."

Rails for the Howe Sound Pemberton Valley and Northern Railway Company, which is constructing a line at the head of Howe Sound, arrived on the Blue-funnel liner Cyclops. There were 370 tons. The rails will be shipped at once by scow to the scene of operations, and will be laid this fall.

The Sumner Iron Works Company, of Everett, Wash., has purchased 30 acres of land in Burnaby municipality, immediately east of the city, with the intention of erecting thereon a large plant, the estimated cost of which is $300,000. The adjoining property has been purchased by the Burton Saw Works, of Vancouver. It is the intention of the latter company to also start the erection of a plant immediately.



Interior of Main's Vancouver Store. Mr. Main is Standing in Front of the Counter to the Left.

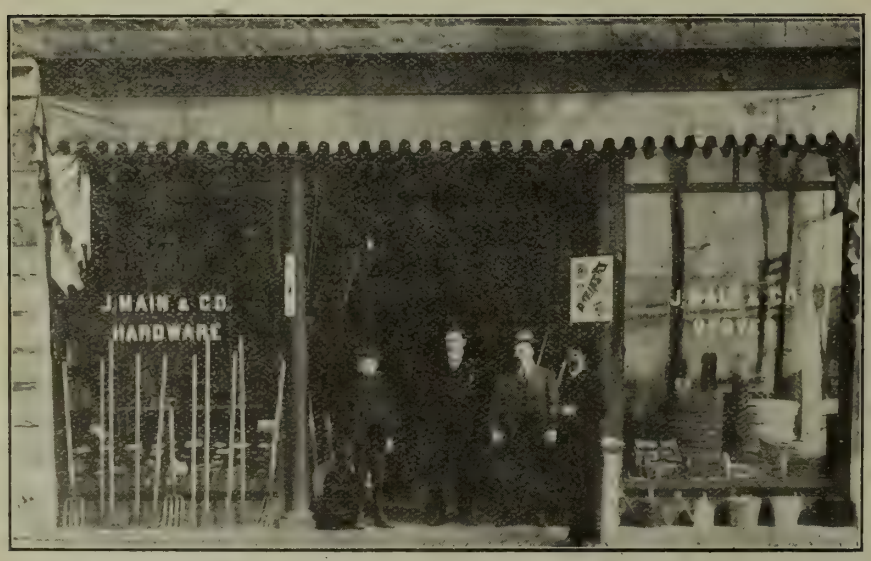
Housed in a modern three-storey stone building in the heart of the east end business district of Vancouver, is the business of J. Main & Co.

Mr. Main is an enthusiastic, wholesouled Scotch-Canadian, and this attribute no doubt accounts for the great success he has made of his business.

Born in Edinburgh, Scotland, he immigrated to Vancouver nearly twenty years ago, entering the employ of Thos. Dunn & Co., but engaged in business for himself in January, 1902, and has succeeded in building up a remarkably fine house-furnishing and mechanics' tool business. Apart from occupying the entire building (owned by himself) he also has a large storage warehouse to accommodate the large stock he finds necessary to carry.

Mr. Main is a great admirer of Hardware and Metal—"It's a very useful publication—I don't know how hardware men could get along without it," said he.

R. B. B.



Exterior of Main's Hardware Store, Westminster Avenue, Vancouver.

VICTORIA.

September 16.—The Esquimalt Water Works Company have just placed a large order for water pipes. 55,000 feet of 2 ft. 6 in. welded steel pipe, to cost over a quarter of a million dollars. This pipe when laid will be capable of carrying 15,000,000 gallons per day into Victoria. Delivery will commence on March 1, and be completed before June 1st. The pipe is to be shipped via the Suez Canal. The pipe is to be constructed at the Vulcan Works, Motherwell, Scotland. This will be the first welded steel pipe to be used for water mains in B. C.

The purchasing agent of the city council has awarded the contract for 5,000 feet of galvanized water pipe to C. M. Cookson at $16 per 100 feet.

The B. C. Electric Railway Co. have begun the instalation of their big power plant at Jordon river.

A company has been formed, by local and English capitalists, with half a million dollars subscribed for the manufacture of Portland cement at the Rosebank lime quarries, Esquimalt harbor.

The contract was awarded yesterday to Luney Bros., whose tender was in the neighborhood of $50,000, for the construction of the new building to be built on Government street for the Royal Bank.

The Dominion Bank has opened a branch here, temporary premises having

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE.—Good hardware business in Southern Alberta. Stock about $3000; will either rent or sell store; anyone wanting a good start in a new town can have this stock at cost price. Apply Box 892 HARDWARE AND METAL. (41)

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, plumbing and tinsmithing. Stock $10,000. Geo. L. Lander & Co., Oshawa, Ontario. (40)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

MISCELLANEOUS

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

PEERLESS CARBON PAPERS and TYPEWRITER RIBBONS are unequalled in writing, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WE HAVE eight rebuilt Visible Oliver Typewriters for sale. The price is $30 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company, Ltd., 98 King St. W., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

CLERK WANTED at once for hardware and stove business. Address, giving experience, salary and references, R. Hawkins, Smith's Falls. (39)

COMPETENT hardware salesman to take charge of hardware department. Must be a good buyer, salesman and stock-keeper. None but a live man need apply. The Walker Emporium, Steveston, B.C. (40)

HARDWARE CLERK wanted at once. Give references and experience. State salary expected. Apply A. W. Newlands, Ottawa. (40)

TINSMITH AND PLUMBER to take charge of shop. None but sober, competent man need apply. Climate ideal; living expenses moderate. The Walker Emporium, Steveston, B.C. (40)

WANTED—Hardware clerk with experience in heavy hardware, brass and iron fittings. Apply, with references, stating earliest can come, to Geo. Taylor Hardware Co., Ltd., Cobalt. (39)

SITUATIONS WANTED

ENERGETIC young salesman of unquestioned ability and integrity, with successful retail and road record, wishes to represent manufacturer of merit in B.C. or the West. Address Box 893, HARDWARE AND METAL, Toronto. (41)

FIRST-CLASS BUILDER and general hardware man open for engagement. Good experience and references. Box 894, HARDWARE AND METAL, Toronto. (40)

HARDWARE MAN, single, 27 years of age, with seven years experience in wholesale and retail trade in Western Canada, open for engagement. Good references. Box No. 3, HARDWARE AND METAL, Winnipeg, Man. (42)

HARDWARE CLERK, two years' experience, wants better position. Full particulars on request. Box 891, HARDWARE AND METAL, Toronto. (39)

TECHNICAL BOOKS

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

been secured. The Bank of Toronto is also to establish a branch here.

The B. C. Agricultural Association has offered three cash prizes for the best decorated window, advertising the horse show. Eleven entries have been received, two of these are from hardware dealers. The window of the Shore Hardware Co. is very well decorated. An arch extends from one corner of the window to the other, on this are the words, "Victoria Horse Show" in horseshoe nails. The colors, red, yellow and green are conspicuous, these being the colors for the horse show. The window is further decorated with all the needs of a blacksmith shop, with most of the necessities of a stable, buckets, pitchforks, curry combs, etc. The window is lighted with colored electric lights and is very attractive.

Drake & Horn, the Yates street hardware dealers have also put in a good display. A life-size model of a horse and all sorts of "horsey" tools complete the display, with the colors red, yellow and green worked in.

W. B. C.

SASKATOON.

September 19.—D. A. Ross, of Winnipeg, has taken an interest in the Western Plumbing & Heating Co. Until recently Mr. Ross represented the Dominion Radiator Co. in Manitoba and Saskatchewan. The firm now consists of Smith, McAdam & Ross.

George McAdam, an employe of the Western Heating & Plumbing Co., and a brother of Mr. McAdam, of that firm, recently left for Edmonton, being presented with a fine pipe before going.

T. A. S Campbell, of Zelma, has sold out his business to V. P. Byam.

It is proposed to have the sand-lime brick yards, promoted by G. R. Wedderburn, running some time in November. N. L. Thompson has prepared plans for the necessary buildings. Mr. Thompson is also preparing plans for a residence for D. L. Bettschen, to be erected on Saskatchewan Avenue.

D. G. R.

WINNIPEG.

Sept. 22.—Edward Barry, manager of the Canada Paint Company, of this city, recently rehearsed his experiences while on a tour of the Western Provinces, a few weeks ago. It was twenty-five years since he had visited points west of Winnipeg, and the present business conditions were, he said, an eyeopener to him. Mr. Barry called on several of his customers in various towns and cities, and took particular cognizance of the movement of paints and varnishes. Coming from the east as he did, he could not believe that paints could retail in such large quantities as he himself saw them moving in several stores that he visited. He had been dubious about filling such large orders that frequently came in from rural merchants, fearing least the financial condition would not warrant such voluminous orders. The result of his visit west at this particular time, however, assures him that with the present enormous building operations in progress, the demand for the goods is very urgent and that there is no fear of a money scarcity.

At a Masonic banquet in this city a few days ago, a speaker from London, England, who was spending a few days in the city, took occasion to refer to the hustling business methods of western men. "We do not credit all we hear in the old land," he said, "about towns springing up in a few weeks, and merchants becoming independently rich in a comparatively short time, but a visit to the country and to your city changes the aspect. I read in the paper recently about the McClary Manufacturing Co. being burned out on Saturday to the extent of $150,000, and on Monday morning, scarcely without the slightest hitch, business was going on as usual, two doors up the street. At home," he said, "it would take a company three weeks to get a new office in running order, and business for years would be seriously damaged. I know now, the secret of Western Canada's great development."

Winnipeg retail hardware merchants as a rule are well skilled in the art of window decoration and display. Perhaps the most noteworthy display this week is the interior arrangement of stoves in Wyatt's store. Fifteen stoves, consisting of coal and wood heaters, are arranged in order of size in a perfect row reaching from a few feet from the entrance to a distance of about forty feet toward the rear of the store. It would be impossible to enter the store without noticing the arrangement and customers are naturally attracted by it. The tapering arrangement from the smallest to the largest is quite distinguishable. At the farthest end of the line the stove stands 5 feet 10 inches in height, while the little heater at the extreme end is only 2 feet 4 inches. The prices range from $47.00 to $6.00, and this feature is also suggestive and interesting.

The McClary Mfg. Co. expect to occupy their repaired premises within ten days' time. Carpenters are busy laying new floors, the roof having been laid some days ago. Preparations are being made to have new office fixtures installed and the staff returned to new quarters before the stock is put in. The stock for the time being is stored in several vacant buildings in the city.

A line of goods which always proves profitable and satisfactory in every way to the reatailer is oil stoves. In the west particularly these articles are in great demand in the fall and spring seasons, particularly before the larger furnaces and heating apparatus are brought into use. In midwinter also they are used extensively to heat individual rooms to a greater temperature than that supplied by the furnaces. Local hardware stores are well stocked with them and they are moving well.

J. L. Ross, treasurer of the Pease Foundry Co., Toronto, and of the Pease, Waldon Co., Winnipeg, is in the city this week, and expects to remain with the local branch for some weeks.

L. C. Stephens, buyer for the G. F. Stephens Paint Manufacturing Co., sailed for the old land a few days ago, on a two-months' tour of Europe.

L. C. H.

BRASS ROLLING MILLS REOPENED.

The Canadian Brass Rolling Mills Co.'s plant, at New Toronto, which has been standing idle for the past four years, are to be reopened at once by the Ontario Brass Rolling Mills Co., who secured a charter about six months ago. A gang of workmen are at work putting the plant in shape and the mills will be in operation within two weeks.

The plant was sold a year or so ago, being taken over by J. F. Brown, furniture merchant, Toronto, a large creditor of the old company. Mr. Brown immediately set to work to reorganize the concern, and has secured two experienced Detroit men, Edward McMahon, as general manager, and Mr. Farrell, as secretary-treasurer, of the new company.

Mr. Brown states that there is a market in Canada for all the brass rods and sheets the New Toronto plant can manufacture, and the new company is now in a position to guarantee the operation of the plant and be able to supply all customers with rods and sheets of the finest quality. A staff of 40 to 60 men will be put to work at once, and the number will be doubled in a few weeks.

Interviewed by Hardware and Metal, Charles Morrison, of the James Morrison Brass Mfg. Co., said he was glad to hear that the New Toronto brass mills would soon be in operation again, as Canadian brass goods manufacturers would like to help in developing the brass rolling industry in Canada.

The starting of the new plant may result in the re-imposition of the duty on brass rods and sheets, which was taken off a year or so ago, owing to the mills being out of commission. The duty, it will be remembered, was originally established to protect the New Toronto industry, but the promoters were unable to finance the plant until it became a paying proposition.

RECORD OIL CARGO.

Last week Standard Oil barge No. 57, a four-masted schooner, brought to the Queen City Oil Co., Toronto, from Cleveland, 453,511 gallons of gas oil, the largest cargo of oil ever brought into that city on one ship. The boat was emptied in one night through a pipeline connection.

Ald. Brocklebank has commenced work on the erection of Calgary's new public library.

"V" GRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

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To the discriminating buyer the guarantee of future service that only past success can give is worth more than the extravagant claims of inexperience. *Stephens'* Paints have been manufactured in Winnipeg for twenty-seven years and are successful through experience in dealing with the peculiar climatic conditions of the West. We know how to make good paint, paint that will withstand the terrific heat of summer and the terrible cold of winter, differences in temperature of a hundred and fifty degrees, paint that has the greatest Covering Capacity, Durability and Protective Efficiency. A Paint that is tough, yet elastic and impervious to the effects of Snow, Rain or Hail. A post card will bring you a lot of valuable information.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

Prompt Shipments

The Heating Contractor who is in close touch with his work appreciates that it is a serious matter to be held up on deliveries at this season of the year.

Our stock of

Furnaces

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is complete and we can take prompt care of all orders.

Send us your specification to-day.

Do not delay.

Pease Foundry Co., Ltd.

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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

The carpenters, electricians and metal-workers' strike which was referred to in last issue is perhaps more serious to the hardware business at the present time, than ever before. Before the strike wholesalers found it difficult to keep up with the rush and were continually waiting for goods from the manufacturers. The wholesalers now have the goods and as far as Winnipeg is concerned there is no heavy demand for them. It simply means that the local builders' hardware will enjoy a longer season than anticipated as the delay will necessiate some of the work carried far into the winter months. The subsidence of the trade for the present, however, is a considerable loss, the expected output for 1909 will not be realized in the lines affected by the strike at any rate. The out of town shipments continue heavy in builders' hardware and general fall lines.

In sporting goods the rush is well over in guns and ammunition, but the season has been very heavy. The demand is strong now for skates and hockey sticks. As usual out-door athletes' supplies are not very large.

Bar iron and heavy goods lines are moving well. Manufacturers have been taxed to meet the demands in these lines. Generally the various lines are moving freely and everyone expects greater things.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7: painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4.35; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20 x 28, full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.10; 8-inch, $3.35; full polish, 6 and 7-inch, $3.85; 8-inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, 60 and 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvestor, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pemoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24; Silverlight, 21; engine gasolene, 24c; Acme Lamp, 32; White Lily, 23; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 85c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—21c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

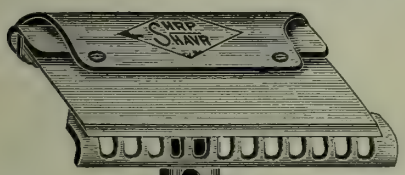
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STOCK AND IMPORT.

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SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

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Smith Hardware Co., Limited
2 & 4 Lemoine Street
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We sell it at 25c. to create a quick and large market. FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVER PLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

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Will you be short on floor finishes?

Many good customers have been lost because they could not get the goods they wanted at the time they wanted them. Dealers in many localities have found an unusual demand for floor finishes this fall, and it has been necessary for them to place additional orders. Anticipating this unusual demand, we are prepared to take care of rush orders from our warehouses throughout the Dominion with Sherwin-Williams Floorlac. This product is a varnish and stain combined and can be readily sold at a good margin of profit. If you find that you are going to be short on floor finishes, send us your order and we will make prompt shipment.

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W. J. COPP SON & CO

MANUFACTURERS OF
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CALCIMO SANITARY WALL COATING

covers well with one coat. Will not show laps. When applied to a solid surface will not peel, crack or rub off. Soluble in COLD WATER.

A PRACTICAL PAINTER'S FRIEND

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Edmonton Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

General Building Notes.

The Hamilton Cotton Co. will rebuild its dye house.

Guelph's building permits so far this year total $250,000.

Col. H. J. Grasett, Toronto, will build an $11,500 residence.

W. R. Emery, Fort Frances, has plans for a $3,000 residence.

W. E. Sanford Mfg. Co., Hamilton, will build a model factory.

F. C. Burroughes & Co. will erect a $12,000 warehouse at Toronto.

The Tuckett Tobacco Co. will build an auxiliary factory at Hamilton.

The Ontario Lime Association is building at Toronto, a $10,000 warehouse..

The F. W. Bird Co. contemplates making an addition to its Hamilton plant.

The addition to the Meriden-Britannia Co.'s Hamilton works is being pushed.

T. L. Neish, is building at Carlyle, Sask., a stucco residence, to cost $5,000.

Chas. S. Shipman will erect at Winnipeg, an apartment block to cost $17,000.

At Toronto, S. B. Coon will erect four pairs of dwellings at a cost of $17,600.

B. H. Fraser, Toronto, will build four pairs of dwellings at a cost of $11,500.

Hill & Dennis, at a cost of $12,000, will erect two rows of dwellings at Toronto.

Hy. Fleming is commencing the erection of a store building at Collingwood.

The Massey-Harris Co. will erect a distributing warehouse at Arcola, Sask.

An addition will likely be built to the Empress Hotel at Victoria this winter.

Six detached dwellings will be built at Toronto, at a cost of $24,000, by T. A. Duggan.

The Traders Bank will spend $16,000 on a block of stores and apartments at Toronto.

A large planing mill is being erected at Hamilton by The Burton-Baldwin Mfg. Co.

A $10,000 brick store and dwelling will be erected at Toronto by Jas. Lochrie.

TheNorthern Engineering Co., Fort William, will build a second additional warehouse.

Geo. Sheard will build at Toronto, at a cost of $12,000, three attached dwellings.

The Salvation Army will enlarge their Metropole Hotel at Toronto, at a cost of $25,000.

Ald. W. R. Osborne has decided to build a store at Galt, adjoining his present property.

The Otis-Fensom Elevator Co., Hamilton, will erect a new machine shop and a new foundry.

G. Williams, Toronto, will erect two pairs of semi-detached dwellings at a cost of $10,000.

Three attached stores and dwellings will be built by J. J. McKinney, Toronto, at a cost of $12,000.

Two pairs of semi-detached dwellings to cost $10,000 will be erected by A. B. Coleman, at Toronto.

J. B. Lusby, Amherst, N.B., has the cantract for building a new factory at Sackville for the A. E. Wry Co.

G. F. & J. Galt have been granted a permit for a warehouse, six storeys high at Winnipeg. The cost is $65,000.

George Stirrett has secured a permit for the erection of a block of stores and apartments at Winnipeg, to cost $60,000.

The contract for the erection of the Tobin Arms Company's new plant at Woodstock was awarded to W. J. Taylor.

A permit has been granted to the Rookery Building Co. to erect at Winnipeg a three storey block to cost $155,000.

The following are building at Keeler, Sask.: Dr. C. E. Chandler, A. W. Fumerton, F. D. Hetherington and Thos. Wall.

Peden & McLaren, have prepared plans and are inviting tenders for a house for Mr. Templeman at Montreal West.

Bannerman & Horne, Victoria, have secured a permit for the erection of a new brick warehouse and office building at an estimated cost of $22,500.

Neelands, Simpson, Turner & Irvine have secured a permit for the erection of a two storey fireproof warehouse at Winnipeg at a cost of $38,000.

The following are building at Eyebrow, Sask., R. A. Porter, Geo. Peever, Dan McPhail, W. J. White and Mr. Finkleman.

The Lyall, Mitchell Co. have been awarded the contract for the new warehouse and office building of the Gutta-Percha Rubber Co., to be erected at Winnipeg.

The rebuilding of the portion of Cobalt which was swept by fire is progressing apace, according to the reports of provincial officers recently returned from the north.

T. D. J. Farmer, Hamilton, has instructed an architect to prepare plans for a hundred thousand dollar office building, eight storeys high, to be built at Winnipeg.

Permits have just been issued recently at Victoria, as follows: F. W. G. Baylis, frame residence, $2,500; R. M. Sanborn, frame building, $2,600; Wm. Turpel, a dwelling to cost $1,950.

Work has been started on the new I. C. R. repair shops at St. John. The carpenter work is being done by A. E. Hamilton and the iron and tin work will be done by W. A. Steiper.

The Corrugated Pipe Co., an American concern, manufacturing corrugated steel pipes for culverts and drainage purposes, is seeking a location in Ontario, and may locate at Lindsay.

D. D. Mann is authority for the statement that the Canadian Northern Railway will erect its general repair and construction shops in Toronto, and that they will employ between 2,500 and 4,000.

The first carload of machinery for the new addition to the concentrating plant of the Coniagas Mine arrived at Cobalt, and will be taken to the mine as soon as the building has been completed.

The following are building at Sackville, N.B.: J. E. Smith, residence; Prof. Hammond, 2 houses; Williams and Woodworth, dwellings. Over $100,000 worth of new buildings will be erected this year.

Negotiations are under way for the erection of an $85,000 hotel at Fort William by A. Buie, of Dauphin and Grandview, Man.; F. A. Myers, Fort William, and C. Rooke, a Winnipeg business man.

The number of permits issued at St. Thomas this year to August 31, were 113, representing a total value of $197,200, compared with 97 permits during the previous year of the same date with a valuation of $181,000.

The Security Elevator Co. are rushing the construction of a 30,000 bushel elevator at Camrose, Alta., and a letter from the Atlas Co. states their intention of having their elevator ready for business about October 1.

The Canadian Graving Dock and Shipbuilding Co. intend to erect a shipbuilding plant in Canada and are asking information about Sydney, C.B., and what inducements would be offered the company to locate there.

The Provincial Steel Works, Cobourg, have a big contract for the Intercolonial railway, which will keep them going for some months. The Crossen Car Works also at Cobourg, are turning out a number of box cars for the Canadian Northern.

Another industry will be started at New Westminster, when a new shingle-mill being built on Lulu Island for the Westminster Shingle Company will commence operations. The mill will be one of the most modern of the kind in British Columbia.

A new building is going up at Bridgeburg. The ground floor and basement will be used by the Ferro Steel Co., of Cleveland, Ohio, and the Tuttle & Bailey Mfg. Co., of New York, will occupy the rest of the structure, for the manufacture of steel registers.

The Vancouver Docks, Ltd., at a recent meeting of the Point Grey council guaranteed the expenditure of $1,500,000 in seven years upon the receiving of the charter to build a breakwater and dock in English Bay. The breakwater will be about two miles long.

The Lacey Brothers who recently purchased the West hotel at Fort William, have bought the 25 feet of frontage immediately south of the hotel where they

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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NEW YORK CITY



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Nothing will fire *this* revolver but pulling the trigger. Let it fall from the table, from your pocket, kick it across the room—"hammer the hammer"—*nothing doing* until you pull the trigger.

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The demand for Iver Johnson revolvers has grown every year because we make an absolutely safe, and absolutely good revolver, and back it up with advertising in the big national magazines and the sporting publications.

More than 2,000,000 Iver Johnson Revolvers have been sold.

Handled through the trade only—never on "premium" lists—never sold by mail where the dealer will handle the inquiries we refer to him.

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Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL



THE SECRET OF GOOD IRON IS IN THE HEATING.

We long ago recognised this fact, and this is why our Bolts and Bars have reached the Acme of Perfection.

We make perfectly sure that all London Iron is flawless before it leaves the mill. This is the kind you can handle with entire satisfaction to yourself and customers.

Get Our Prices

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Sales Agents:
Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Loucks, Winnipeg

The

Condensed Ads.

on page 75

will interest you

purpose erecting a three storey addition, work upon which will begin at once. The addition will cost $10,000.

The contract for the new building for the Banque Provinciale du Canada, to be erected at Moncton, has been awarded to Philip N. LeBlanc. The building will be three storeys high. The contract for the heating and plumbing has been awarded to H. G. Hagan & Co.

A company has been formed, financed by Victoria and British capitalists, and with half a million dollars subscribed for the purpose of establishing works for the manufacture of Portland cement at the property known as the Rosebank lime quarries, Esquimalt harbor.

W. J. Lindsay, the man who is interested in the locating of a wagon and carriage manufacturing plant at Port Arthur, says his plant will be established shortly. "There is sufficient business contracted for to give employment to, says Mr. Lindsay, "from 125 to 150 men all the year round."

Recent permits issued at Winnipeg include: A. Simmons, house, $5,000; E. E. Wise, house, $3,600; J. W. Parker, house, $1,700; B. Donner, house, $2,800; Joseph Grapski, house $1,000; D. Corbett, eight dwellings, cost $8,000. B. J. Smith, two dwellings, $4,000; A. Asselstine, dwelling, $2,000.

The new sash and door factory of the Robt. Bisset Co., at Strathcona, has been put in operation and the machinery is now running under a full head of steam. The new factory is situated on the site where stood the previous buildings which suffered total destruction by the several unfortunate fires of the last few years.

The following permits for dwellings were issued recently at Ottawa: J. E. Northwood, brick veneer dwelling, $3,500. James Kelly, brick veneer dwelling, $1,500; Frank Wilson, brick veneer dwelling, $1,700; Mrs. A. T. McPherson, brick veneer dwelling, $1,600; A. S. Moodie, brick veneer dwelling, $2,600; J. H. Burbridge, brick veneer dwelling, $3,000.

Among the more important building permits issued at Montreal early this week are the following: Jos. Grenier, two houses, $4,000 each; Sisters of St. Sulpice, two buildings, $500 and $5,200 each respectively; T. Lebel, three houses. $4,000; L. Clement, two buildings of three houses each, $6,000; Jos. Dupuis, dwelling house, $3,500; Mrs. Ed. Roy, house, $3,000.

A contract has been let at Winnipeg for a large building for the Westinghouse Company and work is to be commenced immediately. It is understood that the building is to be eventually seven storeys high but probably only four storeys will be finished by December 1 when it will be occupied. James McDiarmid will build it and J. H. G. Russell is the architect.

Building permits were granted at Vancouver recently by Inspector Jarrett as follows: S. J. Wing, three houses, $4,050; Geo. Doran, $1,500; T. J. Whiteside, $2,500; J. Andrews, $1,700; Thos. L. Grey, frame dwelling, $3,000; J. E. Guinet, frame dwellings (2), $3,600; Nixon & Wright, frame dwelling, $2,500; Alma Dobson, frame cottage, $1,000; James White, three frame dwellings, $12,000.

A gang of workmen are busy making alterations at the factory of the Dominion Mfg. Co., Galt, which, when completed, will double the size of the present premises. The business has grown so rapidly during the past year that it has been necessary to enlarge twice already, and when the addition is completed the staff of employees will be increased from 25 to 50, and a large number of new machines will be added.

The following building permits have been issued recently at Vancouver; A. Frame, frame dwelling, $2,000; Jas. White, frame dwelling, $2,500; E. Miller, frame dwelling, $2,200; G. C. Ossenger, frame dwelling, $4,000; E. J. Escott, frame dwelling, $4,600; T. M. Henderson, frame dwelling, $6,000; H. Mitchell frame dwelling, $2,600; A. E. Greening, frame dwelling, $5,600; Donald McDonald, frame dwelling, $1,800.

The increasing popularity of yachting, particularly the motor boat branch, together with the possibilities in the fishing industry for boats equipped with gasoline motors, will likely lead to the establishment at Vancouver of another large boat-building plant with a factory and machine shop in connection for the manufacture of small gasoline engines. Frederick E. Seedering, of New York, who represents a well-known eastern American gasoline engine manufactory and yacht building concern, is interested in the new industry.

Municipal Undertakings.

Nelson, B.C., will spend $5,000 on sewerage works.

A new sewer will be constructed on Clifton street, Winnipeg.

A number of sewers will be constructed at Collingwood this fall.

A new sewer will be constructed on Bridge street, Sackville, N.B.

Armstrong, B. C., ratepayers favor spending $10,000 on improving the water and light services.

Fort William has accepted Engineer Galt's plans for the new waterworks intake pipe to cost $30,000.

Tenders were opened last week for the million-dollar contract for widening the Montreal aqueduct. F. H. McGuigan, Toronto, was one of the eleven who tendered, and Quinton and Robertson, Montreal, were lowest. Decision was deferred.

Over ten miles of steel pipe, costing over a million dollars has been ordered by the Esquimalt Waterworks Co. from the Vulcan Works, Motherwell, Scotland, to bring the Goldstream water to the City of Victoria. Delivery is to begin on March 1, and 55,000 feet of steel pipe is to be landed before June 30 next.

The contracts for part of the new sewerage system for Orillia, amounting to $34,109, have been awarded. Contract "A," sanitary sewers, J. A. McIlwraith, Collingwood, 111,815; "B," receiving basin and pumping house, T. Clement, Orillia, $6,175; "C," laying force main pipe, J. A. McIlwraith, $3,828; "D," cast iron pipe, Canada Foundry Co., $8,125; "G," machinery, J. McDougall & Co., Montreal, $4,166.

Railway Development.

The Canadian Northern are rushing the survey of their new road from Toronto to Ottawa. The line will cost in the neighborhood of $10,000,000.

The steel of the B. C. electric railway company has been laid from New Westminster to Cloverdale, a distance of 12 miles, comprising the first section of the Chilliwack extension of this company's line.

The ratepayers of Guelph will at the January municipal elections vote on an extension of the Guelph Radial Railway system, not only to Puslinch Lake, but also to Hespeler, to connect with the extensive system running into that town.

S. Anderson, who is now operating 40 miles of electric railway, is looking into the posibility of a street railway system from Fenelon Falls to Bobcaygeon passing through Sturgeon Point, and it has been suggested that a large hotel and pavilion may be erected on the beach at the east end during the coming winter.

Laying steel on the line of the Canadian Pacific between Saskatoon and Wetaskiwin will be completed in October. This line will constitute the main line of the Canadian Pacific between Winnipeg and Edmonton, and much traffic which now goes by way of Calgary will be diverted to it as soon as it is completed.

The tri-weekly pasenger trains over the Grand Trunk Pacific Railway, which have hitherto run only to Scott, Sask., will go through to Wainwright, Alta., 100 miles farther west. The regular passenger service is now within 115 miles of Edmonton, and it is stated that through trains from Winnipeg to the Alberta capital will be in operation next month.

William R. Clarke, financial manager of the Alberta & Great Waterways Railway, which holds a charter to build from Edmonton to Fort McMurray, and holds also a Provincial Government guarantee of bonds for the line, announces that he is prepared to commence immediate construction upon the road. The capitalization of the company includes English, French and American money.

New Companies.

Eastern Construction Co., Toronto; capital, $40,000; to carry on contracting and building business. Incorporators, A. Mullin, G. Service and J. L. Wood, Toronto.

Natural Enamelware, Toronto; capital, $1,000,000; to manufacture enamel wares. Incorporators, J. H. Carter, H. C. Secord and R. B. Young, Toronto.

The Retail Paint Trade

DISPLAYING PAINTS.

In displaying paints, says an exchange, not many fixtures are necessary, but what are used are none the less important. Have good material for background and base—something that may be easily changed.

Use a plain colored carpet or cloth for floor, with a well-painted background; or, better, good hangings on a rod, in black, or brown, or blue, to match the floor.

The lights should be invisible, if possible. Too often beautiful effects are destroyed by the prominent position of electric lights or gas jets. Display your own goods and not the wares of the light company. A reflector at the top of the window is in general the most satisfactory light. Draw the curtain far enough to hide the light. If gas or oil lamps are used, shades may be put over them so that they will reflect from above the proper light and thus be largely out of sight.

Everything in the window should be clean. To accomplish this, even a window full of paint cans should be carefully dusted and cleaned every day. It means also that you do not permit show bills and other advertising foreign to your business to be displayed in your window.

The display, if it is to help sell goods, must attract attention by its novelty, interest by its suggestiveness, and educate by giving information regarding the articles to be sold.

It is not enough simply to amuse or to astonish, but the display in some way must be connected with the article you want to sell.

A stump of a tree put in the window would no doubt attract much attention and lead to questions as to the cause of its being there, largely because it would seem so foreign to the business. It would not, however, sell paint. But a card, "'High Standard' Paint will cover even such wood as this," would connect the display with the article you want to sell and would set the passer-by to thinking.

Do not pile your window full of paint and call this a window display. It might cause someone to look once, but not again. Even such an arrangement, however, can be made to attract attention by adding something out of the ordinary. A thoughtful young clerk in charge of the windows of his store put his samples of cans into the window in a neat way and then above them suspended a stuffed hawk looking down on the display below. On a plain card was "The Hawk always selects the Best."

Try to find something new—at least something new in the paint business.

In making up a window display it is important to try to look at it from the standpoint of the buyer. The question is what arrangement of your paint will best show the purpose for which it is to be used, or the method of using it so

Don't Get "Notions" About

Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a sample Can and Color Card now.

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should) at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.

WHITE LEAD

Tiger  Brand

The practical painter has confidence in this lead as a result of over thirty years satisfactory experience.

Made from absolutely dry White Lead and ground in pure refined linseed oil.

MADE FROM DRY LEAD "Tiger Brand" MADE FROM DRY LEAD

THE MONTREAL ROLLING MILLS CO.

as to attract the passer-by and suggest his need.

Show what you can to advantage and no more. The quantity in the window is not to be in proportion to the size of the stock carried. Very often a single can or the article to be covered with the paint is sufficient for the display.

PAINT AND OIL MARKETS

MONTREAL.

September 24.—The feature of the market this week has been the break in ground white lead. For some reason the harmony which has hitherto prevailed among the grinders has been disturbed, and cutting has been indulged in, prices in some quarters tumbling from 25 to 30c. This has, of course, upset the market, and for the present no certain price prevails.

Trade generally has been very good. Ready mixed paints have sold well while the demand for oil and colors shows that painting generally has been very heavy. Dealers are confident as to the maintenance of the demand and with the markets stiff, except in the one instance mentioned, prospects look very favorable.

TURPENTINE—Quotations keep up, and buyers are content to pay the price for their immediate necessities without any disposition to stock up for the winter. We quote 78c for single barrels net 30 days.

LINSEED OIL—The favorable weather and the activity in the workshops have made the demand for linseed oil very general. The marked firmness in prices, also induce users to purchase liberally. We continue to quote: 1 to 4 barrels, in one delivery, raw 64½c per gal.; boiled, 67½c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The harmony among the grinders has been disturbed, and severe cutting has been made in some brands, although others have not yet been altered. The demand, as reported last week, has been a somewhat sluggish, but the lower quotations are expected to stimulate the call. We now quote: Strictly pure about $5.25 to $5.75, according to quality, and No. 1, $4.85 to $5.25 f.o.b., Montreal.

RED LEAD—A fair call is reported. So far the article has not been affected by cutting which is going on in white lead. We quote— Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—More active trade is being done in this line. The market is steady, and unchanged. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PUTTY—Some attempt has been made to bring about lower quotations, but with the heavy demand manufacturers have not decided to make any change, and we continue to quote— Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

Sept. 24. — Business is opening up again, and during the week some spirited trading was done. A big season is ahead of the paint trade, unless some unforeseen disaster occurs. It is conceded on all sides that the prospects are very rosy. Inquiry continues for all lines, and travelers, jobbers and manufacturers state that the paint business is gaining all the time.

White lead prices have gone all to pieces this week, the disruption of the association of grinders has pulled quotations down about 35 cents all round. Toronto jobbers say they do not understand the details which brought about the disorganization, but aver that cutting undoubtedly had something to do with it.

Turpentine prices are stiff, with an upward tendency. The majority of local jobbers quote an advance, and advances are noted in the south. Linseed oil and the other lines remain unchanged. The rosin market continues to advance and reports from the south are that prices are sure to remain firm.

WHITE LEAD—The disorganization of the white lead association has brought about newer and lower prices. Generally speaking these amount to a reduction of about 35 cents, although some lines hardly go so low. Some of the changes noted are as follows:—Decorators pure, $5.65 from $6.10; select flake, white, $6 from $6.35; Ramsay's pure, $5.55 from $6; Elephant genuine, $6 from $6.35; Robertson's, $5.90 from $6; Sanderson, Pearcy, $5.75 from $6. The other lines are also proportionately lower. Demand is very good.

RED LEAD—This line holds its own with demand fair and prices steady. Casks are $4.50, and 100-lb. lots $4.75 to $4.80.

TURPENTINE—This commodity has been rather unsteady with a small advance since last week. On Saturday last there were six steamers reported at Savannah, to load with naval stores, which includes, cotton, rosin and turpentine, and it is said that there are thirty additional steamers expected in Savannah soon to take out cargoes, which may have a tendency to clean up the market, and unless the supplies coming forward are more than is expected, the prices for turpentine and rosin are almost sure to re-

YOU KNOW JUST WHAT YOU'RE SELLING

when you hand out "English" Liquid Paint to your customer—and he knows just what he is buying The **guarantee formula** is on the can, stating plainly that the white base on which

"English" Liquid Paint

is made is 70% Pure White Lead (Brandram's B.B. Genuine) and 30% Pure White Zinc. No paint can possibly be better, for Brandram's White Lead is recognized as the best in the world. If you are one of those dealers who believe in **knowing** just what they are selling to their customers, you'll appreciate "English" Liquid Paint, with its guarantee label.

Just write us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MOORE'S HOUSE COLORS



A PURE LINSEED OIL PAINT

The goodwill of the PAINT TRADE is a most valuable asset, and by selling Moore's House Colors this goodwill is assured to you. The reason is that our paints have reached the high water-mark of perfection in durability and quality—the colors are true and the pigments thoroughly ground. Give them all the prominence you can, it will repay you. Color card and price-list on application.

Benjamin Moore & Co., Limited

New Office and Works: West Toronto, Canada. New York, Chicago, Cleveland, Carteret, N.J.

Let Us Give You a Pointer

YOU are naturally anxious to get your full share of the paint trade of your district, and as the painter often wishes to produce rubbed effect on gloss-finished work, you can safely recommend

FLATTINE
WOOD FINISH

FLATTINE gives the appearance of a high-grade rubbed finish, without the labor and expense of rubbing with pumice and oil or water. It is a great moisture-resister, and does not mar or scratch white. Every up-to-date hardwareman should handle FLATTINE. *Send to-day for particulars.*

INTERNATIONAL VARNISH CO., LTD., TORONTO

Makers of Fine Varnishes **Branch of Standard Varnish Works**

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

main firm, and, especially in turpentine, likely to advance.

Locally the quotation of turpentine has gone up 2 cents, single barrels now being at 82 cents, although some old turpentine is yet being offered at 80 and 81 cents, while 78 cents was the quotation given by at least one house, and 80 cents was the highest given by a second. All houses, however, state a tendency to firmness and higher prices.

LINSEED OIL—As regards linseed oil the prices in Great Britain, both for linseed oil and flaxseed remain very firm and at such figures as positively preclude the possibility of any oil coming to Canada for the balance of this season. There is no change in the price of oil locally—64½c and 67½c for raw and boiled oil still holding good. The ½c quotation is yet the butt for the joker.

GLASS AND PUTTY—The glass market is firm with deliveries yet active. Hardwaremen report good sales of glass in small quantities. With the advent of the fall season demand for putty continues to show improvement. Putty in oil is very firm and prices are being adhered to strictly. Bulk putty in casks are quoted at $1.75; 100-lb. drums, $2; bladders, $2.15 (barrel lots), and $2.25 (cases).

STAINS AND VARNISHES—There is a strong market in these lines, with a splendid demand. Ready mixed paints, too, are active. Jobbers say just now all these interior and prepared lines are about the most satisfactory paint goods moving.

PETROLEUM—Shipments and deliveries continue to be the ruling feature in illuminating oils. Supplies are pretty free, and there is at present a large quantity held in stock. Prices are firm, though unchanged from last week:—Prime white coal oil is 13½c, water white 15½c, and Pratt's astral, 17½c. There is still a fair demand for gasolene at 16½c and benzine at 15½c.

FIREPROOF PAINT.

Several tests of linseed oil fireproof paint have been made during the past year and have proved such paint to be positively fire resistant. These tests have embraced "set" tests on small buildings in Chicago and St. Louis, and also actual service tests of houses painted with this paint and exposed to fire in the natural course of events.

In both of the "set" tests two small frame buildings about 14 feet high and 7 feet square were erected 5 feet apart. One of the buildings was painted with standard brands of linseed oil paint, while the other was painted with the linseed oil fireproof paint. Both were alto stand for several months for natural seasoning. A large pile of kerosene-saturated straw and wood was then put between the buildings and a fire kindled.

In the Chicago test, the building coated with ordinary oil paint took fire and was totally consumed in 32 minutes, while the one painted with the fire-proof oil paint was merely charred on the side next to the fire. The protective paint prevented it from catching or spreading.

In the St. Louis test, there was a strong wind which forced the fire against the fire-proofed building and away from the other. Here the fuel was replenished several times, but the fire-proofed building did not catch. In 71 minutes the other building fell blazing against it, a ruin. Examination of the protected house showed merely charring, with no evidences of spreading.

A test of the fire-proof paint in service occurred in the natural course of events in the case of a building owned by Mr. A. C. Talmage, of Chicago. This building has been painted several years with the paint when a structure 10 feet away caught fire and burned to the ground. The only ill effect was charring, the protective coating preventing the spread of the flames.

These tests effectively demonstrate that it is possible to fireproof wooden structures, and interior woodwork in buildings where concrete, tile or other fire-proof material is used in the body of the structure. For this latter service of fire-proofing interiors a compound is made which prevents the spread of fire in curtains and other delicate interior furnishings.

HARDWARE PATENTS.

The following is a list of patents issued by the Canadian Patent Office on Aug. 31, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa:—

120205—T. B. Lasher, Bridgeport, Conn.; table knives, International Silver Co.

120229—C. H. Kohn, Stade, Germany; E. Taubert, Leipzig, Germany, motor planes.

120230—W. R. Bevan, Belvedere, Kent, Eng.; D. T. Morley, Welling, Kent, Eng.; nut locks.

120250—C. D. Baldwell, Paris, Texas; artificial fly fish hooks.

120256—J. J. Conway, Bellingham, Wash.; cooking utensils.

120273—F. L. Gormley, Boston, Mass.; lifting jacks.

120301—R. H. Reed, New York City; safety razors.

120317—G. F. A. Lorde, Stockton, Cal., tools.

120321—J. D. Tully, Denver, Colo.; drills.

Owing to the stress of business, Robert Starke, of Starke-Seybold, Montreal, has resigned his command as Lieut.-Col. of the 3rd Victoria Rifles.

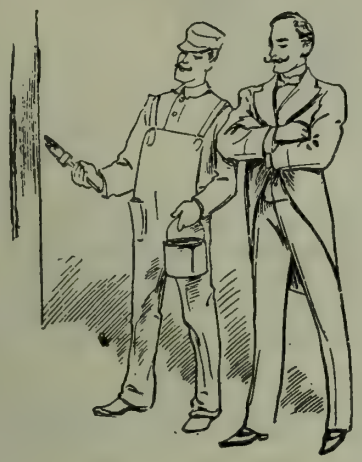
John L. Tyson, accountant for Wilkinson & Kompass, carriage hardware merchants, Hamilton, was introduced on the Exchange at the Board of Trade, Montreal, recently, by W. H. Evans, of the Canada Paint Co.

WHITE LEAD



THE CANADA PAINT COMPANY, LIMITED

ABOUT BARN PAINTS



Always in the Fall the farmer thinks of painting. It is a good time to paint up barns and fences. It is a good time for the storekeeper to bring constantly before the farmer the value of

RAMSAY'S OUTSIDE PAINTS.

There is just as much money in it for the dealer as there is in the expensive house-paints. You can sell them at $1.00 a gallon and make a good profit. They cover well barns, fences, bridges and roofs of all kinds. The expensive house-paints are not needed for this work. That is why we offer Ramsay's Outside Paints, a good paint for the purpose, and a good paint for profits.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 — The Paint Makers

A Constant Satisfaction

Nothing counts quite so much in the getting together and holding of a profitable trade as the handling of goods which constantly give satisfaction. This happy state of affairs will be yours if you handle

NEW ERA PAINTS

These paints cover more surface, give a better finish, withstand the weather longer and hold their color better than many more expensive paints. They are, moreover, moderate in price.

Write for catalogue and discounts.

Standard Paint and Varnish Company
Limited
Windsor, Ontario

Finest of English White Lead

Exhaustive tests recently made of Cookson's English Genuine White Lead in Oil in comparison with the other leading English makes show Cookson's in point of color, opacity and covering power, very much superior.

In covering power alone Cookson's is fully 15% better than its nearest competitor—This means an actual cash saving of 15% in the cost price.

We import Cookson's in large shipments direct from Newcastle-on-Tyne, and can supply you at very low prices.

The James Robertson Co., Limited
Grinders of Pure White Lead, Manufacturers of Paints, Oils, etc.
267 King St. West, - - - Toronto

THE DOUGALL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

The "INFALLIBLE" GLAZIERS' DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

NOTICE

Something New

In Next Week's issue we will have a PAGE Advertisement which we think will interest every

Retail Hardware Dealer in Canada

LOOK FOR IT

Oneida Community
Limited
Niagara Falls, Ont.

Axoline Axoline Axoline

WONDERFUL! WONDERFUL! WONDERFUL!

AXOLINE is the most wonderful Metal Cleaner in the world.

It is easy to say that.

LET US PROVE IT.

IT IS 75 PER CENT. CHEAPER than any other METAL Cleaner and yet it will make MONEY for you.

IT EXCELS FOR BRASS. It sells readily to the big buildings such as Banks, Public institutions, Railways, etc. ***In Brass alone it would prove a seller.***

But it cleans COPPER, NICKEL, PEWTER, TINPLATE and other METAL WARES.

It costs little and you can sell it on sight.

WRITE TO-DAY FOR THE AGENCY

Send ten cents for generous sample and mention this ad

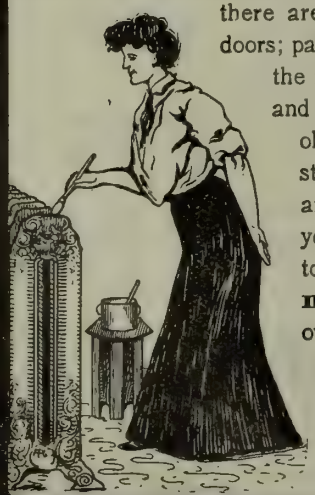
THE ANGLO-FRENCH IMPORTING COMPANY

232 LEMOINE ST. :: MONTREAL

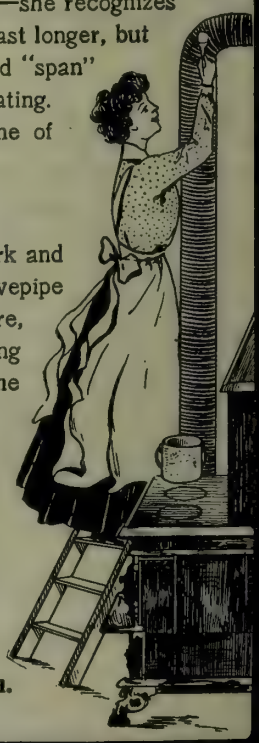
A CUSTOMER WORTH CULTIVATING

The paint dealer who is ignoring, overlooking or neglecting the trade of the woman is certainly losing a golden opportunity to do more business and make more profit. The housewife has learned to use paint—she recognizes and appreciates its sanitary qualities; she knows that paint not only preserves and makes things last longer, but she has also discovered that good paint reduces the work necessary to keep the home "spick" and "span" —that it is a labor-saver as well as a beautifier. You will find her a customer worth cultivating. Every woman in your town is a possible customer for your store. Among the Martin-Senour Line of

Paints that Brighten Up the Home



there are paints, varnishes and stains for the furniture and floors, the woodwork and doors; paints for wood and iron things—for the sideboard and wardrobe, the stovepipe the radiator, the bath-tub; enamel paints for the iron bed, the porch furniture, and for the walls; Roman Gold paint for little artistic touches and for renewing old picture frames, etc.; paints for the flower pots, the fly screens and the storm doors; paints for every purpose—on the house, in the house, or around the house. It's up to you, Mr. Dealer, to let the women know that you can supply their every paint need with Martin-Senour Paints. It's up to you to suggest new ways for her to use paint. The time is ripe **right now** to get busy for the woman's trade. You can get it and hold it with our line. Write today for our plan to help you reach the women.



THE MARTIN-SENOUR COMPANY, Limited

MONTREAL Pioneer Pure Paint **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

The Maritime Paint & Glass Co., Ltd.
Halifax, N. S.

Island City Aluminum and Gold Paints

BRILLIANT AND LASTING

SALEABLE AND PROFITABLE LINES

PUT UP IN PACKAGES OF ALL SIZES

THE SEASON FOR TOUCHING UP RADIATORS, PIPES, ETC., IS AT HAND

ORDER NOW

P. D. DODS & CO.
Limited

AGENCIES

The Western Paint Co. - Winnipeg, Man.
J. H. Morin & Co. - - Toronto, Ont.
The Capital Paint & Oil Co. - Ottawa, Ont.

HEAD OFFICES AND WORKS
MONTREAL

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Mauretania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

U.S. GOVERNMENT COPYRIGHT, No. 40462
CANADIAN GOVERNMENT COPYRIGHT, No. 56

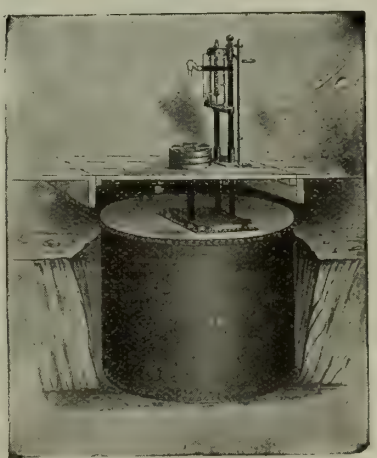


Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.
135 WILLIAM STREET : : : NEW YORK CITY
E. FIELDING, Toronto Agent

Turn Your Losses Into Profits



Cut 6—Under the Floor Outfit.

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

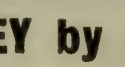
Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt  **JOLIETTE and CYCLONE, also 2 and 3-Ply Sheathing.**

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited

82 McGill Street — MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 22
Tubing, iron pipe size, 1 inch base.	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	14 00
Cut lengths, round, bars, ½ to 2 in.		21 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	6 90	6 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	19 25	
Middlesboro, No. 3 pig iron	16 75	20 25
Summerlee, No. 2 "	19 00	20 00
Carron No. 1	20 50	....
Carron, special	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 75
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (800)		25 00
Angles, base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65. "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 45	3 60
Bar,	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

2-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " " " 1 65
No 7 Fuller " " " " 2 00
No. 4½ " " " 2 00
Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent,
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 06
Chrome yellow	"	0 16
Golden ochre	"	0 10
French "	"	0 08
Chrome green	"	0 09
French permanent green	"	0 13
Signwriters' black	"	0 15
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

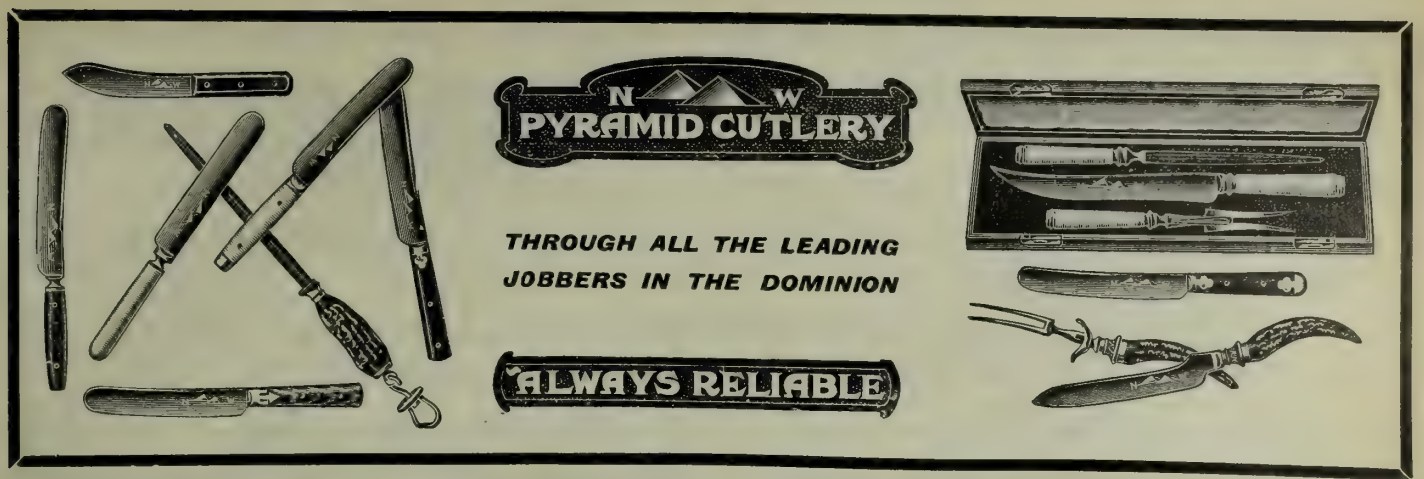
In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09



PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 78 0 80
Linseed Oil, " raw	0 64½ 0 64½
" " boiled	0 67½ 0 67½

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
"Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
85 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	43 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 60	1 90
White Bros. English	3 00	3 06
"Lafarge" cement in wood	3 40	
"Iron Clad" cotton	2 10	
Iron Clad" paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00 30 00	
" English	17 00 21 00	
" American, low	23 00 25 00	
" " high	27 50 35 00	
Fire clay (Scotch), net ton	4 95	

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25
Crate hinges and back flaps, 65 and 5 p. c.	
Chest Hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192. $19.55.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts. 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 23

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c.
Jowitt's, English list, 27½ per cent.
Disston's, 70 and 10 p.c.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No.1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $8 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale.

Winning the buyer's favor is the work of trade-paper advertising. Under ordinary conditions it should not be expected to do more.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 5u and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822. 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Clearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	0 13½
Berg's, per lb	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Buckworth, per lb	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts. 80 and 7½.

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

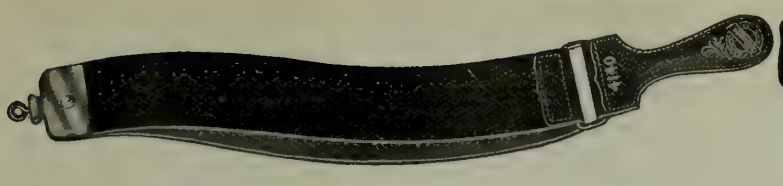
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½;
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS RAZOR STROPS



A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 00

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p c.	

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 1, $3.80; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 55 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Ideal, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite, 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11¼
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton		20 00 22 00
" under 40 lb., "		24 00
200 lb. and over		23 00

INDEX TO ADVERTISERS.

Alabastine Company 25
American Shearer Co 19
Anglo French Importing Co., Ltd 64
Armstrong Bros. Tool Co 20
Atkins, E. C., & Co 1
Atlas Mfg. Co 19
Aylmer Pump and Scale Co 12

Barnett, G. & H. Co ..... outside back cover
Beardwood Agency 24
Bernz, Otto 21
Boker, H. & Co ..... outside front cover, 23
Bowser, S. F., & Co., Ltd 65
Brandram-Henderson, Ltd 60
Brantford Roofing Co 27
Bryan, Thos., Ltd 13
Buffalo Mfg. Co 27
Burrow Stewart & Milne Co., Ltd 16, 22

Cameron & Campbell 20
Canada Foundry Co 12
Canada Metal Co 19
Canada Paint Co 62
Canada Screw Co 2
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 34
Canadian Hart Wheels 20
Canadian Heating & Ventilating Co 16
Carter-Crume Co 19
Cartland, Jas., & Son 18
Carver File Co ..... outside back cover
Caverhill, Learmont & Co. inside front cover
Chicago Spring Butt Co 22
Clare, Little & Co 19
Clauss Shear Co 69
Collins Mfg. Co 19
Copp, W. J., Sons & Co 55
Coulson & Blakie 19

Davidson, Thos., Mfg. Co 32
Decatur Bull & Co 9
Dennis Wire & Iron Co 20
Dieckmann, Ferdinand 26
Directory of Manufacturers 19
Disston, Henry, & Son 6
Dods, P. D. & Co 65
Dominion Cartridge Co 33
Dominion Wire Mfg. Co 11
Dorken Bros ..... outside front cover
Dougall Varnish Co 63
Dowswell Mfg. Co 72
Dubuc, L. E 21

Electrical Specialties, Ltd 19

Ford Auger Bit Co 26
Frothingham & Workman, Ltd 4

Gendron Mfg. Co 29
Gibb, Alexander 19
Gilbertson, W., & Co 26
Greening, B., Wire Co 33
Grove Chemical Co 26
Guelph Spring and Axle Co 24
Gurney Foundry Co 17
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Hamilton Bridge Co 10
Harrington & Richardson 72
Harris, J. W., Co 20
Hart & Cooley 13
Heinisch, R., Sons Co 26
Hingston Smith Arms Co 25
Hobbs Mfg. Co 6
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 21

Imperial Varnish and Color Co 59
International Distributing Co ..... inside back cover
International Varnish Co 61

Jack, Watson, & Co 25
James & Reid 19
Jardine, A. B., & Co 26
Jessop, Wm., & Son 21
Johnson's, Iver, Arms and Cycle Works 57

Kains, J. M., & Co 19
Kemp Mfg. Co 34
Kerr Engine Co 25

Langwell & Sons 19
Leslie, A. C., & Co 55
Lewis Bros., Ltd 7
Lockerby & McComb 8
London Foundry Co 28
London Rolling Mill Co 57
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 66
McBrien Mfg. Co 30
McClary Mfg. Co 14
McDougall, R., Co 12
McGlashan-Clarke Co., Ltd 8
McKinnon Dash & Metal Works Co 23

Maple City Mfg. Co 33
Martin-Senour Co 64
Maxwell, D., & Sons 12
Metal Shingle and Siding Co 11, 30
Metallic Roofing Co 2
Montreal Rolling Mills Co 59
Moore, Benjamin, & Co 61
Morris & Bailey Steel Co 10
Morrison, James, Brass Mfg. Co 29

National Hardware Co 20
Newman, W., & Sons 19
Nicholson File Co 71
Nixon & Winterbottom 67
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 57

Oakey, John, & Sons 26
Oneida Community 64
Ontario Lantern and Lamp Co 27
Ontario Wind Engine and Pump Co 19
Onward Mfg. Co 21
Orford Copper Co 57
Oshawa Steam and Gas Fittings Co 21
Otterville Mfg. Co 12
Owen Sound Wire Fence Co 11

Paris Plow Co 18
Parmenter Bullock Co., The 19
Partridge & Sons 24
Pearson, Geo. D. & Co 20
Pease Foundry Co 53
Pelton, Godfrey S 63
Penberthy Injector Co 28
Peterborough Lock Co ..... inside back cover
Pink, Thos 7
Plymouth Cordage Co 28

Ramsay, A., & Son Co 63
Robertson, James Co., Toronto 10
Robertson, Jas., Co., Montreal 63
Royal Polishes Co 21

Salyerds, E. B 22
Samuel, M. & L., Benjamin, & Co 7
Schultz Mfg. Co., The 31
Seymour, Henry T., Shear Co 26
Sharratt & Newth 26
Sherwin-Williams Co 55
Simonds Mfg. Co 29
Simonds Canada Saw Co 13
Smart, Jas., Mfg. Co 18
Smith Hardware Co 55
Stairs, Wm., Son & Morrow 71
Standard Chain Co 10
Standard Paint and Varnish Co 63
Steel Trough and Machine Co 20
Stephens G. F 53
Stewart, Jas., Mfg. Co 15
Still, J. H., Mfg. Co 1

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S.H., Co ..... outside back cover
Toronto Furnace and Crematory Co 24
Toronto Plate Glass Importing Co 23

U.S. Fire Protection Co 30
U.S. Steel Products Export Co 33

Want Ads 75
Warren Mfg. Co 19
Watson Jack, & Co 21
Welch, W., & Son 13
Western Wire and Nail Co 34
White Mop Wringer Co 24
Whitman & Barnes Mfg. Co 9
Wiebusch & Hilger, Ltd 19
Wilckes, Martin & Wilckes 65
Winnipeg Ceiling and Roofing Co 53
Winnipeg Paint and Glass Co., Ltd 55
Woodstock Waggon Co 24
Wright, E. T., & Co 30

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Ford Auger Bit Co., Holyoke, Mass.

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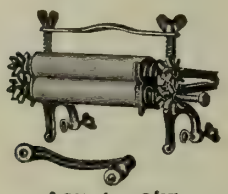
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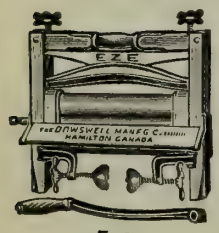
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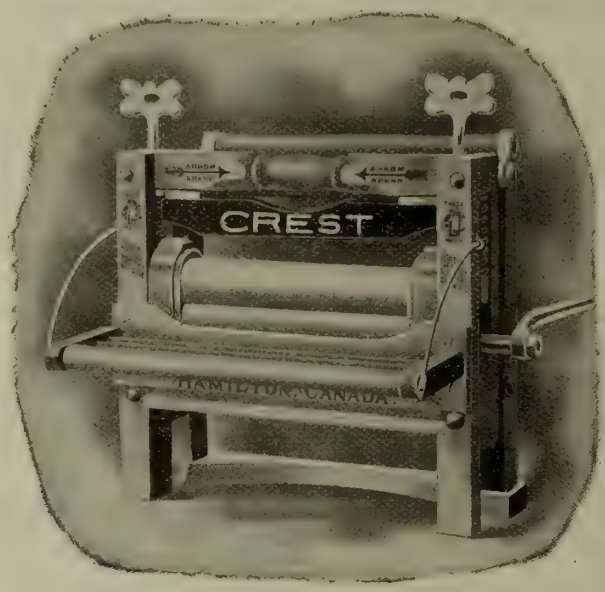
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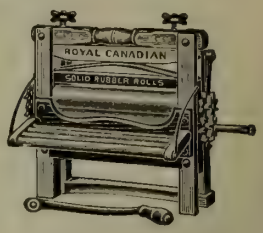


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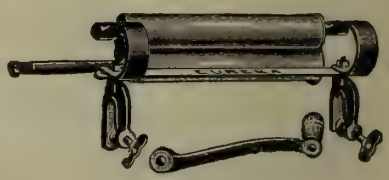


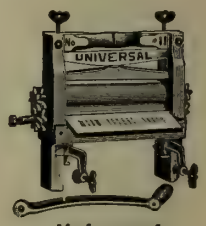
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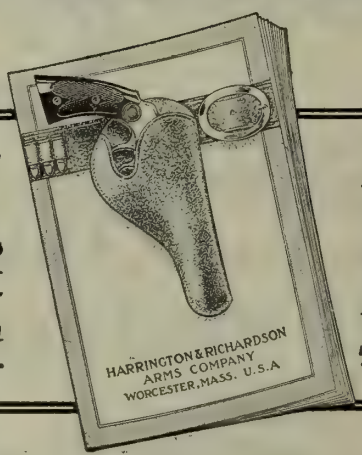
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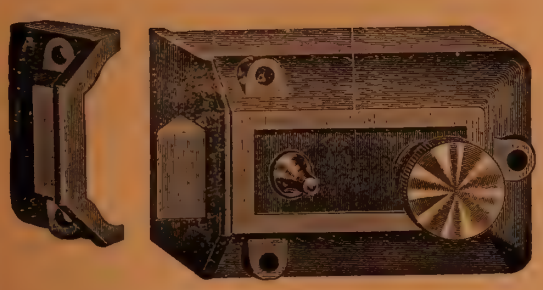
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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

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Twelve  Medals

Awarded

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Gold Medal at Atlanta, 1895

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TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

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SHEET ZINC

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We can quote you attractive prices. Send us your enquiries.

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CARVER FILE CO.

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An Independent organization not connected with the trust in any form, shape or manner.

TRADE MARK DELTA

FILES OF QUALITY

FILES

The Highest Grade File Made

The File You Will Eventually Buy

BE FILE Particular

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THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, OCTOBER 2, 1909 NO. 40.

E. M. BICKINSON'S



CARVERS
CASED GOODS
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BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

WE GUARANTEE EVERY SHEET
— of —
"QUEEN'S HEAD"



To stand CLOSE SEAMING both ways, and any fair working test.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
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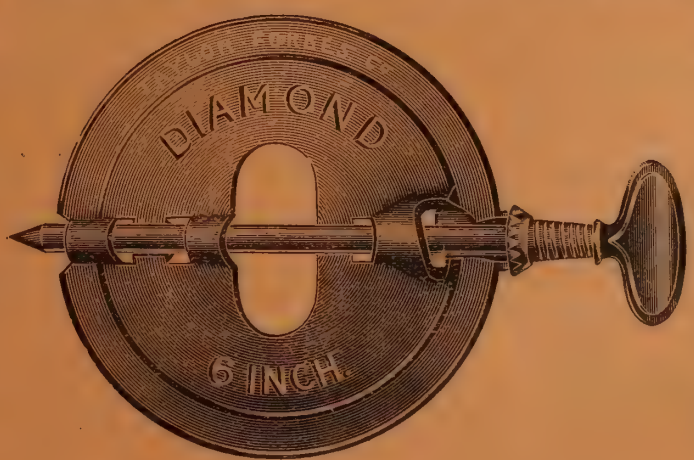
The 1909
DIAMOND STOVE PIPE DAMPER

Strongly made in four sizes

All metal stems

Easily Inserted in any pipe

Influences other stove trade



A profitable line

Canadian Manufacture

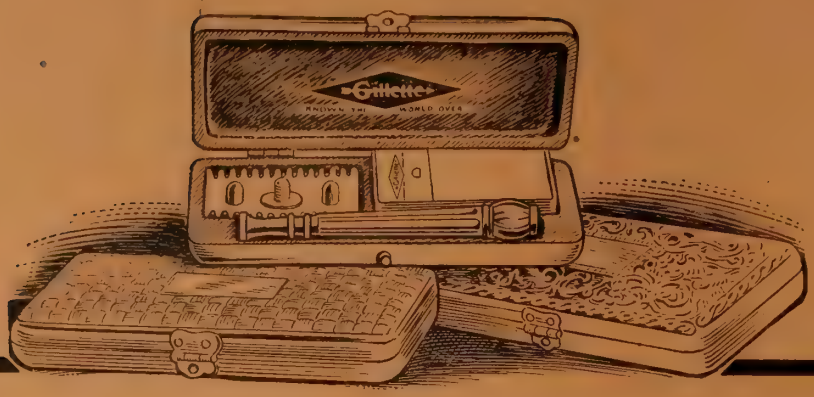
In barrels of 40 to 60 dozen

Send for prices

The Taylor-Forbes Co., Ltd.
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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND.

Don't Wait for Something to Turn Up. Try a "WANT AD."



The Pocket Edition "Gillette"
Solves the Christmas Shoppers' Problem

How many people, between now and December 25th next, will enter—or pass—your store, wondering, "*What shall I get him?*"

Wouldn't it be worth something to you to be able to show them and sell them the answer?

Can you think of a better answer than a Pocket Edition **GILLETTE** Safety Razor?

It is new in style and compactness.

It is beautiful in case, in finish and in workmanship.

It is the essence of convenience.

It will give comfort and satisfaction every morning for the rest of his life.

It is just the right price for the average Chistmas shopper.

In a word, it's the perfect Christmas box for a man.

Why not show it and sell it?

Last year the holiday sales of **GILLETTES** were enormous, and the profits of the dealers who pushed them were most satisfactory. This year, with the growing popularity of the **GILLETTE**, and the added attractiveness of the Pocket Edition, they will be still larger and still more satisfactory for the dealers who link their selling energy with the **GILLETTE.**

Stock up now for the holiday trade. Make your window and counter displays as attractive as you possibly can. Get your **GILLETTE** signs up in plain sight. Our newspaper advertisements direct your customers to look for these signs. Put your enthusiasm into the **GILLETTE** and you'll find no other specialty that responds so generously in cash profits.

GILLETTE Safety Razor—Standard Set—$5.00 retail.

Pocket Edition in cases heavily gold or silver plated or gun-metal finished, with razor and blade box to match—$5.00 to $7.50 retail.

GILLETTE Combination Sets—especially suitable for Christmas gifts—$6.50 to $50.00.

Our factory is already overtaxed. Orders booked ahead will have the preference.

The Gillette Safety Razor Company
of Canada, Limited

Office and Factory—63 St. Alexander Street, - - Montreal

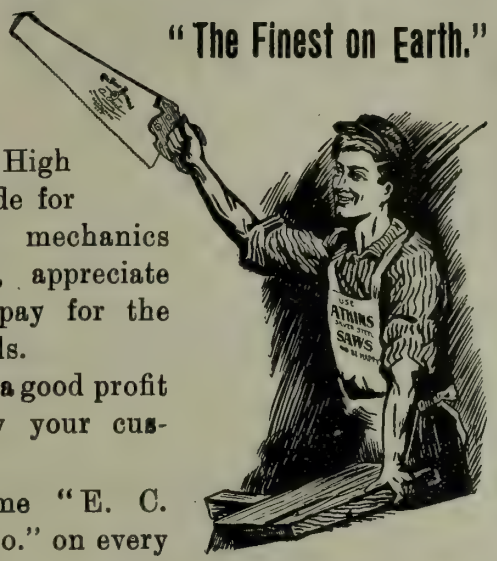
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KNOWN THE WORLD OVER

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis, Indiana, U.S.A.

STILL'S AXE HANDLES

This celebrated make of handles of the famous Gilmore pattern easily leads the way by reason of their shape, balance and quality. The sure way of getting the axeman's and lumberman's handle trade is by handling nothing but

STILL'S

Men, way back, cannot afford to use any but quality tools. STILL'S fit their requirements perfectly.

SEND FOR QUOTATIONS

J. H. Still M'f'g Co., Ltd.

ST. THOMAS, ONT.

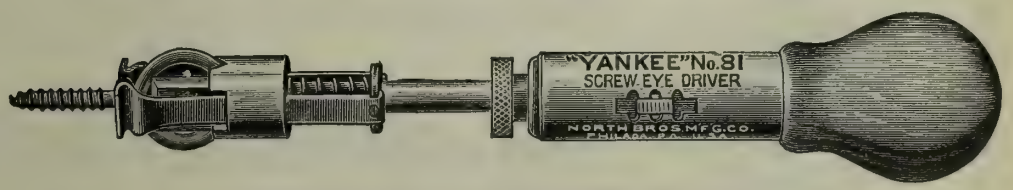
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

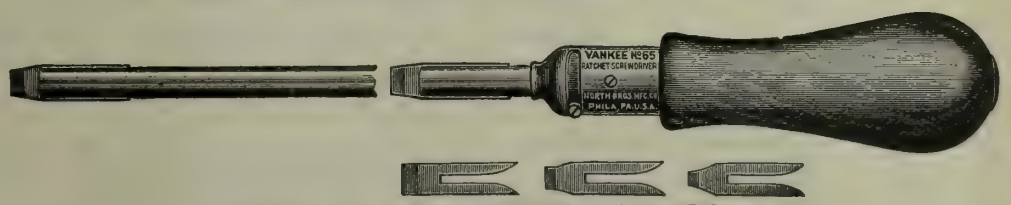
are the
NEWEST
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SELLING
TOOLS
and are
WITHOUT
EQUAL
in
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and
EFFICIENCY
in
PRACTICAL
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"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



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ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



"A satisfied customer means many sales."
—The Philosopher of Metal Town.

CORRUGATED IRON

Three Points of Superiority in Our Galvanized Corrugated Iron :

Only the finest, COLD-ROLLED steel is used because cold-rolled steel is a much tougher and finer material than the hot-rolled article.

The steel, to pass our rigid inspection, must be properly galvanized—guaranteed a perfect, even, bright coat. The poorly coated material is not as good as painted black iron.

Then the corrugations of our corrugated iron are absolutely uniform. They are PRESSED ONE AT A TIME, not rolled; for with the rolling process the corrugations are not uniform, and will not fit accurately.

It's absolute perfection in workmanship and quality of material used that make *our* galvanized corrugated iron SUPERIOR TO ALL OTHERS.

Flat or curved—galvanized or painted.
Any size or gauge.

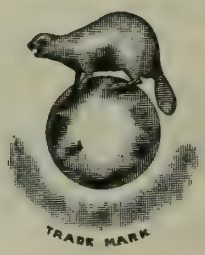
Our special prices on car lots or season's requirements will interest you. Send for our new catalogue—No. 70. It contains interesting information on the roofing question.

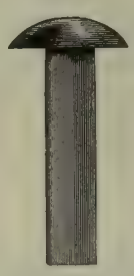
MANUFACTURERS OF SHEET METAL BUILDING MATERIALS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1918

In the "Standard" Class





This brand means to Hardware what Sterling means to Silver

Everything is measured by a STANDARD.

A "Standard" in any line stands for perfection, or as near to that as human mind and effort can come.

The CANADA SCREW COMPANY'S products are the Standard of their kind.

IRON and COPPER RIVETS and BURRS; TACKS;

Stove and Tire Bolts; Wood and Machine Screws; Wire Nails; Staples; Corrugated Fasteners; Wire-Bright, Coppered and Tinned, in coils and cut to lengths; should be handled by every progressive hardwareman.

ASK YOUR JOBBER FOR CANADA SCREW CO'S. GOODS

CANADA SCREW COMPANY, Limited

TORONTO HAMILTON MONTREAL

To The Trade Only



We have a large Stock of Thermos Bottles

And in order to clear them out, we offer the following prices :

PINTS, Gun Metal Finish	$1.75
QUARTS, Gun Metal Finish	$3.00
PINTS, Leather Covered (Buff)	$2.00
QUARTS, Leather Covered (Buff)	$3.50

A Liberal Discount off these prices to Customers who will buy 25 or more.

Prompt Attention Given to Mail Orders.

LEWIS BROS., LIMITED

Importers and Distributors

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

Simonds Crescent Ground Cross Cut Saws

Sell the best **Cut more timber**

SEND FOR CIRCULARS



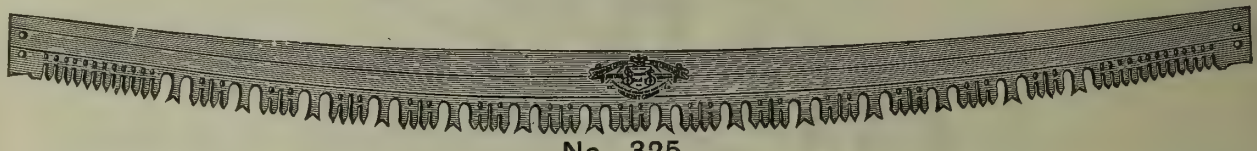
No. 13.



No. 22.



No. 315.



No. 325.

GOOD MONEY MAKERS

Made in Lengths 4 to 8 feet.

We are carrying a complete line of all lengths.

Shurley & Dietrich Cross Cut Saws



No. 1. Maple Leaf Lance.



No. 00. The Narrow Racer.

Largest Stock in the Trade.

Ship Promptly. Send Us Your Order Now. **Ship Promptly.**

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

MORE ABOUT GRAHAM NAILS



For some years we've been quietly working to improve the quality and finish of Graham Nails; working to crowd in more of strength and value than had previously been thought necessary. And without any advertising to speak of we've been doing a remarkable business, because the nails were good.

It is worth your while to know that

—**Graham Nails are Strong!**

—**Graham Nails are Smooth!**

—**Graham Nails are Uniform!**

—**Graham Nails are Superior!**

We're not so anxious after profit but we can afford to do better than you expect, even with such a commonplace product as nails. We do the best we know how to give you the kind of goods that recommend themselves. And in regard to Graham Nails we are giving better value right along, which means better satisfaction.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware Merchants,

We Ship Promptly. **TORONTO** **Our Prices are Right.**

Graham Nails are the Best.



It's time that tells in saw service. Don't buy a saw that will last but a short time. Buy a saw that you can hand down to your grandchildren with pride in its sawing qualities.

Disston Saws

The Saws With a History

have been giving universal satisfaction for nearly seventy years. Hundreds are in use to-day that were made long before the Civil War.

Disston Saws are manufactured from our own Special Steel under the constant supervision of noted experts; steel particularly adapted for saw purposes, hardened and tempered by our patent process. Every inch of steel is perfect, every tooth is a clean cutter, and every saw is the best money can buy.

Avoid the irritation of constant saw troubles—save time, money and temper—by adopting and using a Disston whenever there's sawing to be done.

It's yours—The Disston Hand Book on Saws; a mine of saw information that interests Manufacturers, Contractors, Builders, and even the Man-About-the-House. A request brings it FREE. Address:

HENRY DISSTON & SONS, Incorporated

KEYSTONE Saw, Tool, Steel and File Works

PHILADELPHIA, - - - PENNSYLVANIA

PIG IRON

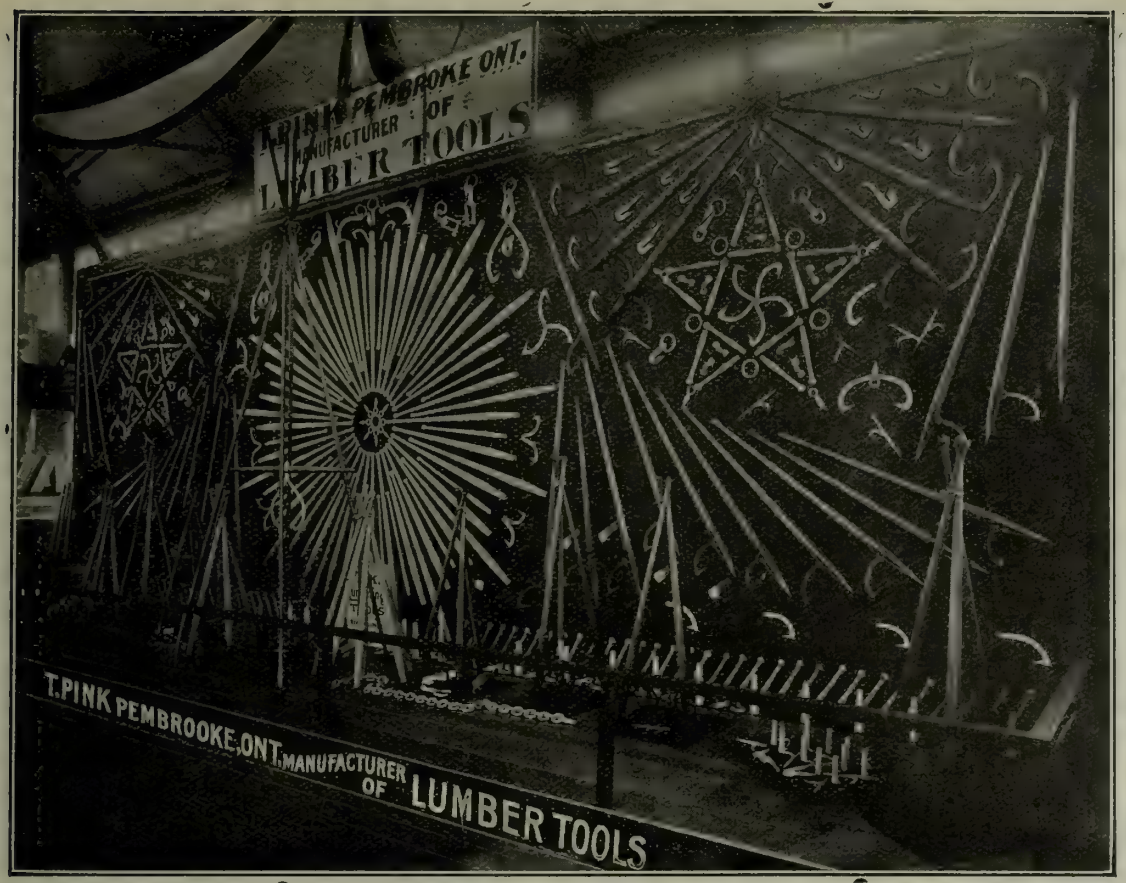
ALL GRADES

Prompt or Forward Delivery

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

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Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



It's an "Enterprise"

Say this and the sale is made.

No explanations, no apologies needed.

All experienced housekeepers know the "Enterprise."

We are educating all the inexperienced ones to ask for

"ENTERPRISE" Food Choppers

All you need for big sales is a big stock. Our great campaign of advertising in magazines and agricultural publications featuring our Meat and Food Choppers, etc. will help you. "Enterprise" signs and a lot of advertising attractive to housekeepers and home makers, free to dealers upon request.

Have you our catalog handy?

The

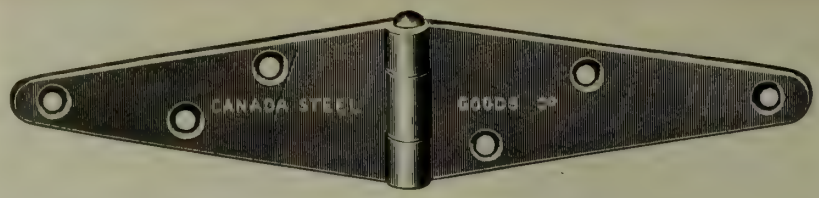
Enterprise Manufacturing Co. of Pa.

PHILADELPHIA, U.S.A.

21 Murray St., New York 544 Van Ness Avenue, San Francisco

Crescent Brand

Registered



IMPORTANT ANNOUNCEMENT

There is a gradual rise taking place in the value of all commodities.

Deliveries of raw material are not so prompt as they have been.

Good buyers seem to have come to the conclusion that it is good business to anticipate their wants some time into the future.

Authorties have recently expressed their opinion that the balance of this year and next year will be the busiest in the history of Canada.

Only a short time ago it was necessary for buyers to look ahead and anticipate their wants for six months.

PRICES TO-DAY ARE AT THE BOTTOM

There will be a wonderful revival in most all lines of business — none more so than in Steel and Iron Hardware.

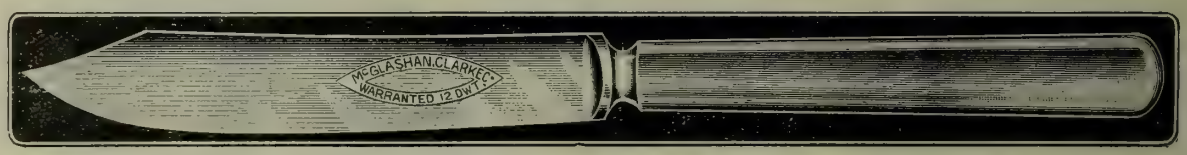
We have backed up our belief in an increasing business by building large additions to our plant, installing modern machinery, making large purchases of raw material, and recommend that our **customers buy promptly and liberally** to insure prompt delivery when the rush season opens.

Of course you will want the best; so order Hinges, Butts, Plated Butts, Brackets, etc., etc., from us.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

A RAPID AND PROFITABLE SELLER



IS THE ABOVE HANDSOME FRUIT KNIFE

It is made in 3 grades—12, 6 and 2 dwt.—and is put up in elegant, white satin-lined boxes. Have you a copy of our catalogue?

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

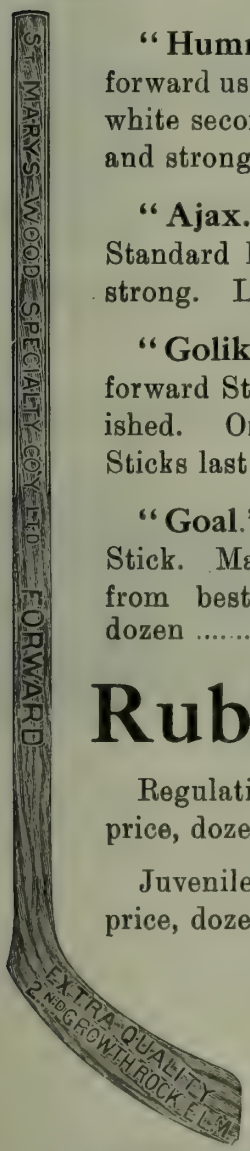
Hockey Supplies

ANTI-BLISTER

Hockey Sticks

Specially Shaped to Suit Leading Hockey Players.

BEST STICK MADE IN EVERY WAY.



"Hummer."—Special Stick for forward use. Made from best selected white second growth rock elm, light and strong. List price, dozen.... **4.90**

"Ajax."—Special defence Stick. Standard length, best rock elm, very strong. List price, dozen..... **5.40**

"Golikem."—A medium weight forward Stick. Rock elm, well finished. One of our most popular Sticks last year. List price, doz., **2.85**

"Goal."—One-piece goal-keeper's Stick. Made without nails or glue, from best rock elm. List price, dozen **5.25**

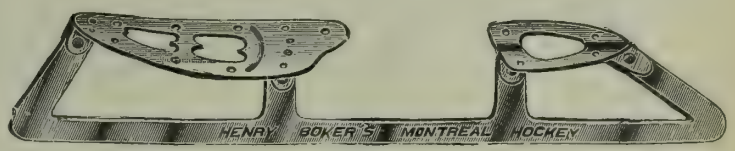
Rubber Pucks

Regulation, 3-inch diameter. List price, dozen **2.10**

Juvenile, 2¼-inch diameter. List price, dozen **1.07**

Our Skates Are Further Improved this year in Many Ways.

WE SHOW THREE POPULAR ONES HERE



No. 5557.—"Montreal" Hockey Skates.—Extra fine quality tempered tool steel runners, nickel-plated. List price, pair..... **4.13**



No. 5577½.—"Hockey King." Extra fine quality tempered tool steel runners, very light, nickel-plated. List price, pair **3.30**



No. 78.—"Janus." Best quality forged and tempered steel runners, nickel-plated. List price, pair..... **2.00**

Skate Straps

Black Grain Leather, 21 and 36 inches.
Split Russet Leather, 21 and 36 inches.

DISCOUNT TO DEALERS

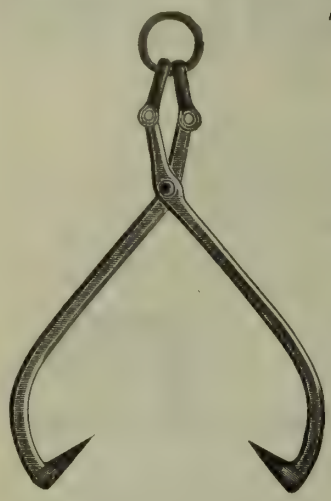
Our 1909 Sporting Goods Book shows full line

Caverhill Learmont & Co

Montreal and Winnipeg

BE READY

TO SUPPLY THE LOGGERS



Large stocks on hand and prompt shipment guaranteed.

Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as:—

Cant Hook Stocks
Loading Blocks
Skidding Tongs
Saw Wedges
Cant Hook Steel,
Etc.







Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - ONTARIO





Sell HARRIS Heavy Pressure Bearing Metal and please your customers.



This metal is a Hardware Babbit. It sells at a moderate price.

REPEAT ORDERS THAT'S WHAT PAYS

Our goods *Bring and Keep* customers. Have you a stock? Our goods are known and asked for, they are the best, not because we say so but because we have the proof, and that's *Repeat Orders.*

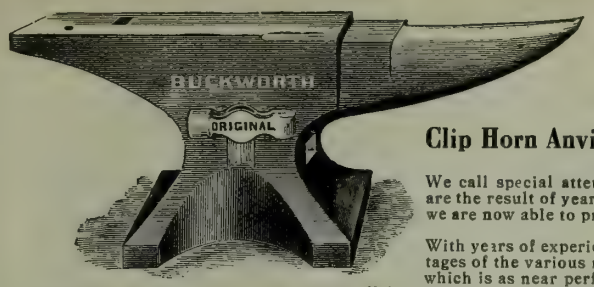
THIS SOLDER

The Best Known and Made. It is Satisfaction in solder. The Quality is the best.



The Canada Metal Co., Limited

Toronto



BUCKWORTH

Solid Wrought General Blacksmiths' and Clip Horn Anvils, with Crucible Steel Face : : :

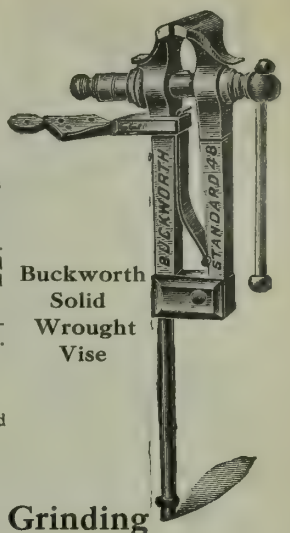
We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With years of experience and careful study of the advantages and disadvantages of the various makes of anvils on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fulness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing.

Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods. Top and bottom are each one solid piece, and only one weld at the waist.

The steel faces to these anvils are all put on in one solid piece.

NOTE.—That every genuine **BUCKWORTH** Anvil is stamped the name **BUCKWORTH** together with the word "original" on a hammer.



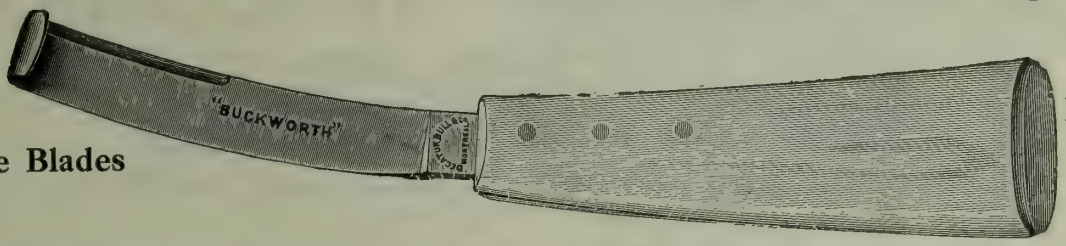
Buckworth Solid Wrought Vise

Anvils, 40 to 600 lbs., carried in stock

BUCKWOTRH FARRIER KNIVES are superior in Quality and Grinding

Malleable Handles

Adjustable Blades



Buck Handles

Secure Blade

Write **DECATUR, BULL & CO.** For Catalogue

SELLING AGENTS. MONTREAL, CANADA.

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE MARK

W&B

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

DON'T

be misled by imagining Structural Steel is too big a thing for you to handle. Get after this splendidly-paying trade. You already know the builders and users of Steel in your district; find out their requirements and let us know. We will do the rest—quote you prices, protect you, and assist you all we can. It's worth your while.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

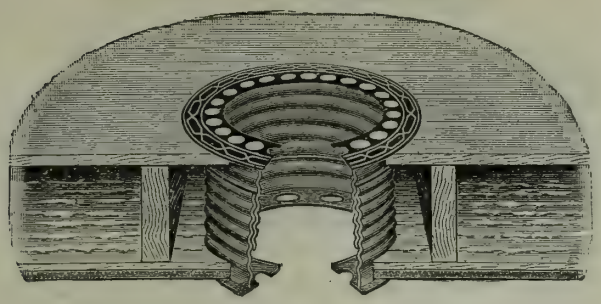
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

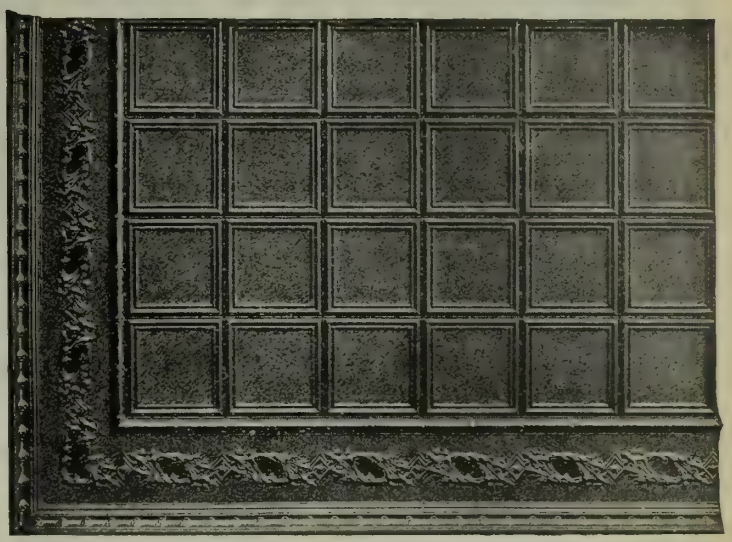
METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—TOM MURRAY, Chicago.

METAL CEILINGS



Before many years Metal Ceilings will be used almost universally. This is a wonderful field for the hardware dealer. Are you in line for the great development which is bound to come?

Our artistic Classified Designs will place you beyond the reach of competition. Write for a copy of our Free Trade Catalogue.

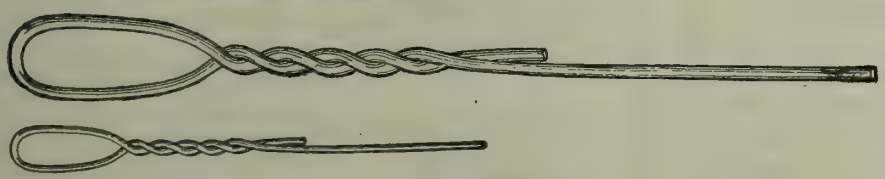
METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



Annealed Hay Baling Wire

supplied in lengths, cut and straightened any size

and



Single Loop Bale Ties

ALSO

Wire Nails, Wood Screws, Bright Wire Goods

Specify for "Dominion" Goods—Quality Guaranteed

Dominion Wire Manufacturing Co., Ltd., Montreal

In a straight stay fence the laterals are always being broken by the weather, ice, snow and animals. But there are no fractured wires in the

DILLON
Hinge Stay Fence

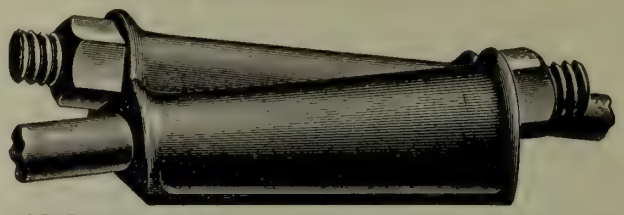


because the hinge stay, which is a joint in the upright at every strand wire, gives under pressure but the stays do not bend. You can handle this line with profit—it is no dearer than an inferior fence.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. Limited

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

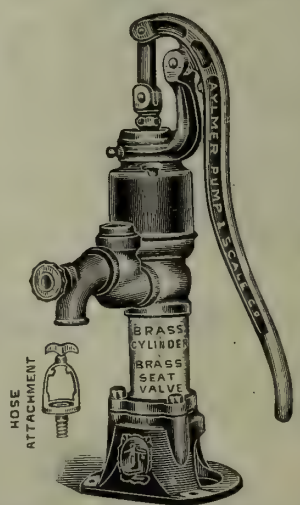
McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.
LIMITED
Galt, Canada

THE AYLMER

DOUBLE ACTING HOUSE FORCE PUMP



With Cock Spout and Reversible Handle, has Brass Cylinder, fitted with Brass or Glass Valve Seat. Arranged to drop the water to prevent freezing.

The reversible handle can be placed at any angle, thus making either a right or left hand, or straightaway pump, as desired. It is built on the plan of our submerged Cylinder Well Pump, is double acting, has heavy seamless brass upper and lower cylinder with brass or glass valve seat and expansion plunger bucket. It is compactly built and very powerful. The base is a new and neat design and is attached to the cylinder by means of three heavy cap screws.

The expansion plunger is a feature not found on any other make of pump. By means of the rubber disc in connection with the cone-shaped stem, the leather on the upper plunger can be expanded by means of an ordinary wrench, turning the adjusting nut on top of pump to the left without removing the pump from the well. This enables the user to keep his pump in proper adjustment without the expense of a pump expert.

WE SOLICIT YOUR ENQUIRIES

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

"What's in a Name?"

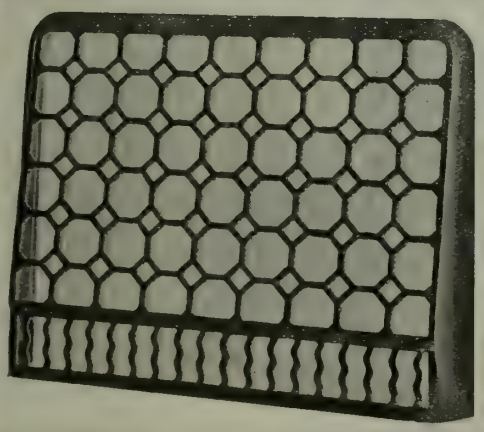
A very great deal when you are speaking of

BROOMS, BRUSHES AND WOODENWARE !

The name of BRYAN on these goods is your guarantee that they are the best of their kind. See that you get the name right when ordering your next supply.

Thomas Bryan, Limited, London, Canada

Western Representatives :— ***WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***



Effective Service

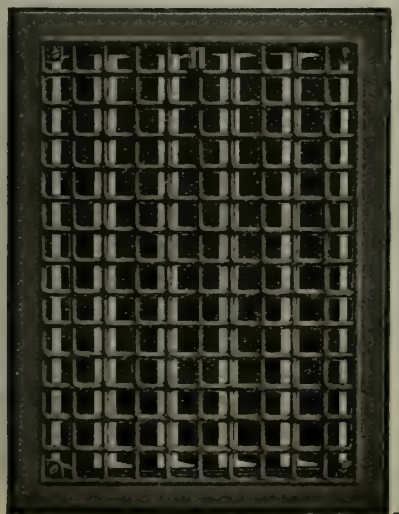
combined with artistic appearance are the two chief features of the

"DOMINION" AIR INLET

It matches our side wall register, and is made in 3 sizes of japanned black, electro-plated, oxidized copper and nickel-plated.

SEND FOR QUOTATIONS.

Manufactured by **A. Welch & Son** *TORONTO Canada*



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

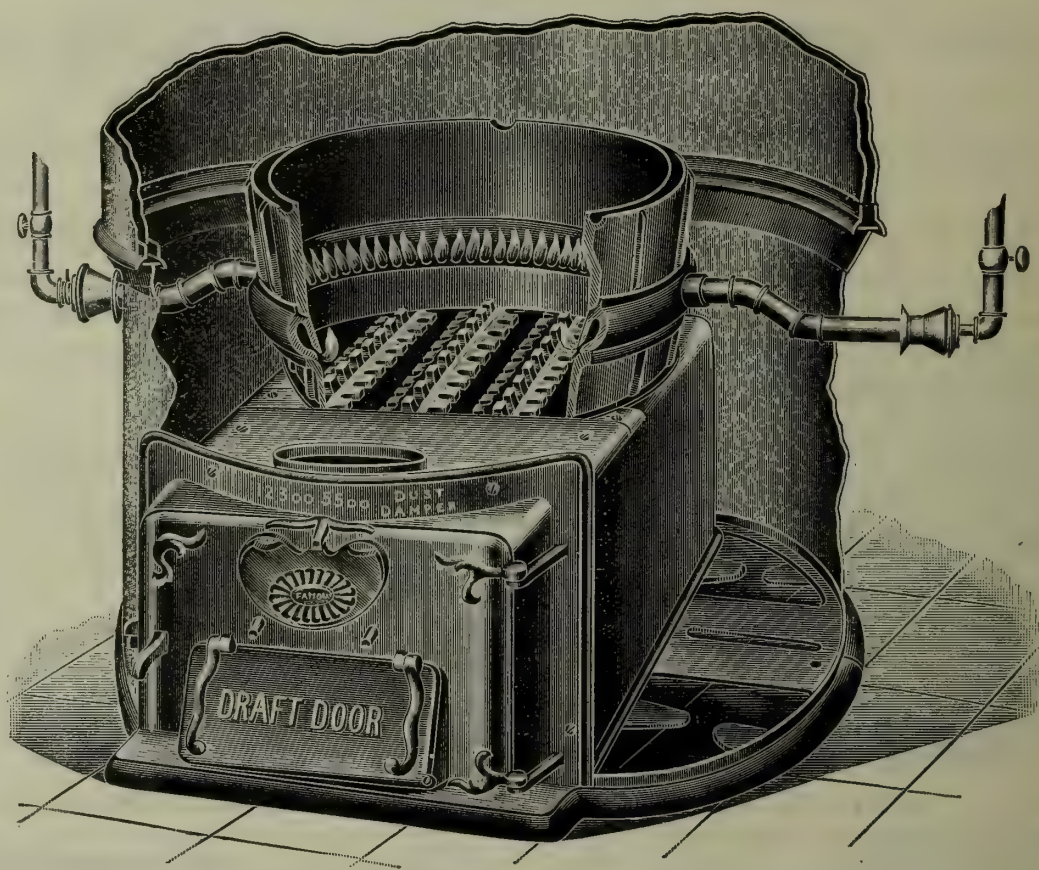
Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. **Office: CHICAGO, ILL.**



Question. What is a Gas Ring?

ANSWER. A gas ring is a cast-iron, circular, perforated tube which, together with its "mate" takes the place of the lower fire-pot in a "Sunshine" furnace. It is fed by two gas pipes on either side. When one tap is turned on, two-thirds of the ring only can be lighted, the other tap feeds the remaining third. When putting in a coal fire it is not necessary to remove a bolt, or nut, or grate,--the gas ring is a permanent arrangement, a model of instantaneous change.



The gas ring is the newest development in gas accessories. Its sterling worth and convenience is at once recognizable.

Write us for a Circular.

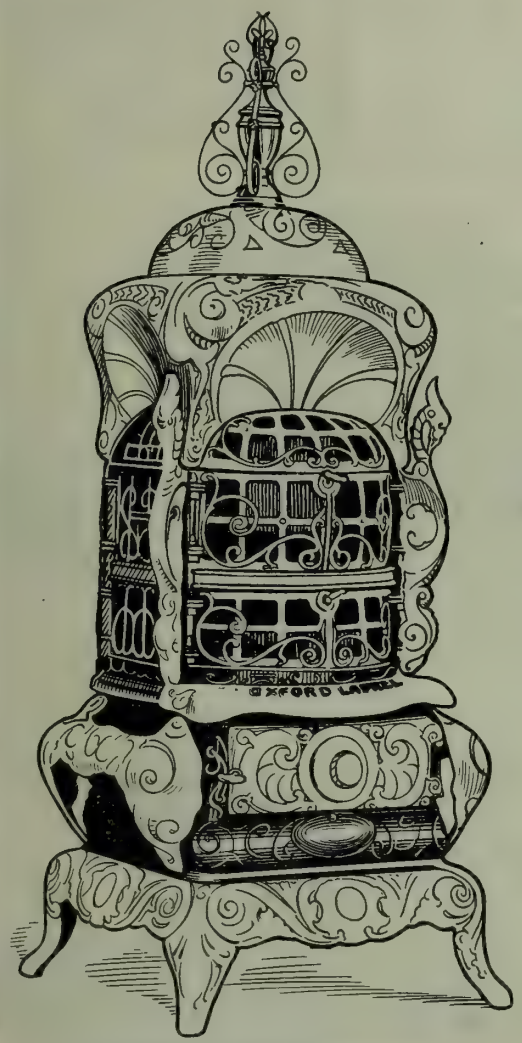
London,
Toronto,
Montreal,
Winnipeg,

McCLARY'S

Vancouver,
St. John, N. B.
Hamilton,
Calgary.

Base Burners

IN DEMAND



The "ART LAUREL." Baseburner

¶ Yes, that's so--but the kind you sell will either bring you more business or more worry. Look around--ask yourself questions--are you sure you have the best line--can you be convinced when facts are proven--for example, will you try one sample Baseburner from us--place it on your floor--give it breathing space--then watch the magic of its charms--how it "gets" your customer. Back of that, you can have the evidence to close the sale convincing, practical talk. "The proof of the pudding," as it were.

"Man alive!" you can't afford to trifle with your good trade offering stoves that only have the "glitter"--and lack the ability to work. Fling our argument back at us--make us prove our statements in a practical way.

Say in a few words on a post card:

"Send me a No. 315 Oxford Art Laurel and outline to me what you can do to help its sale and many more."

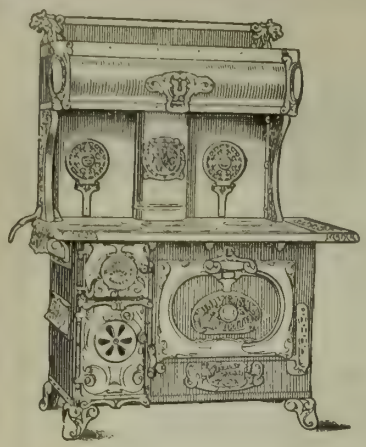
You'll say life's worth living when you hear our proposition.

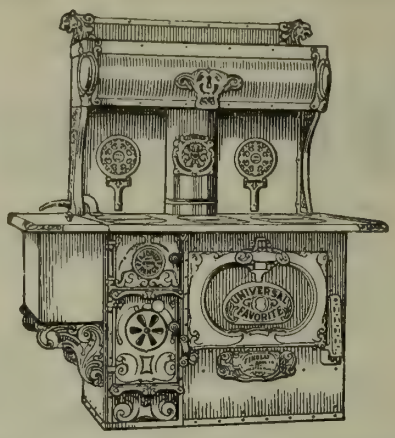
The Gurney Foundry Co. Limited

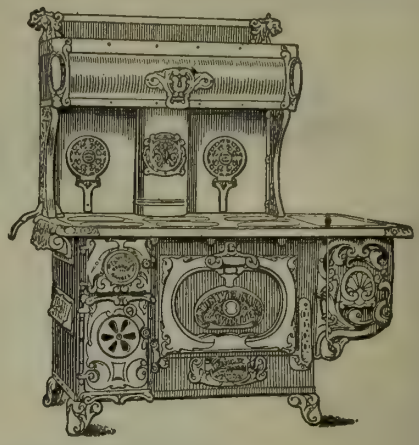
TORONTO

Hamilton Montreal Winnipeg Edmonton Calgary Vancouver

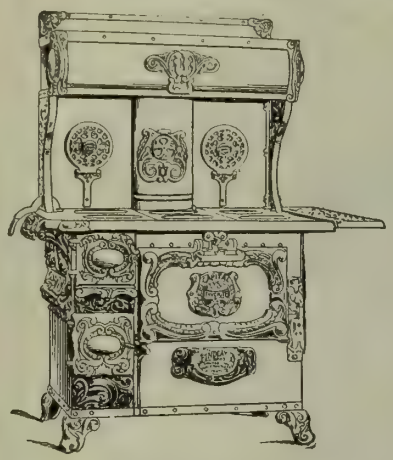
GURNEY-OXFORD







Universal Favorite with Right or Left Hand Reservoir, 19 and 21 inch Ovens



Capital Favorite

FAVORITE STEEL RANGES

will increase your sales, satisfy your customers, give you larger profits. None better made.

RANGING IN PRICE FROM

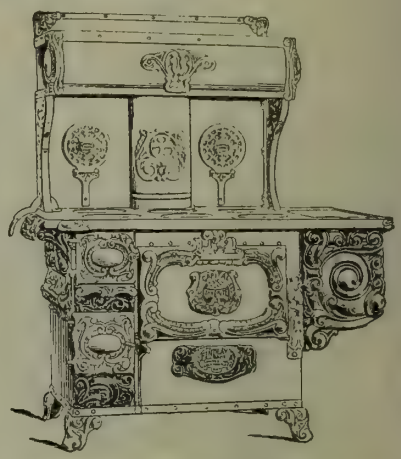
$10.00 to $50.00

FINDLAY BROS. CO., LIMITED

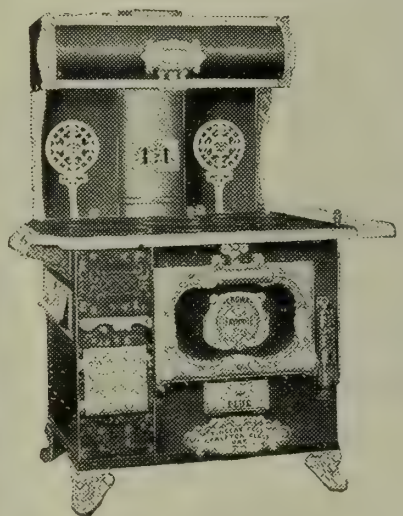
CARELTON PLACE, ONT. and WINNIPEG, MAN.

Distributing Agents:
Stewart & Co., Toronto; D. V. Cope & Co., Calgary; Revillon Bros., Edmonton

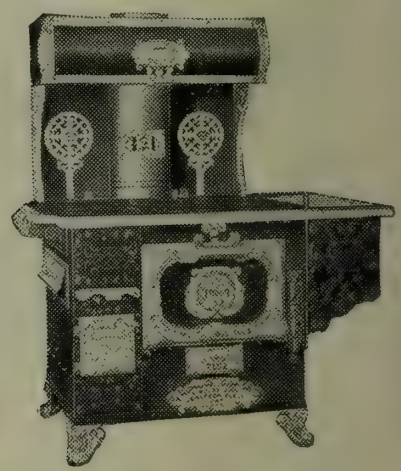
IT IS GOOD BUSINESS TO ALLY YOURSELF WITH A SUCCESSFUL HOUSE



Two Sizes, 18 and 20 inch Ovens



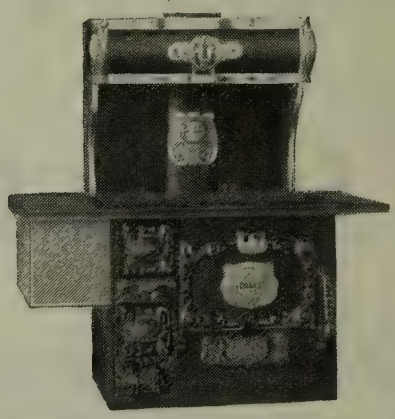
Crown Favorite



Two Sizes, 16 and 18 Inch Ovens



Gleaner



Colonist, 18 inch Oven



Two Sizes, 14 and 16 Inch Ovens

GARNET "GOOD CHEER" RANGES



with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba



"Jewel" Stoves and Ranges

All that is best in range construction is embodied in the

Dominion Jewel

Cast Iron Range, cut of which is here shown.

No better cooking apparatus has yet been produced.

☞ Perfect fire box and improved duplex grate.

☞ Large, square, ventilated steel oven.

☞ Notice how the grate can be pulled out through end door, the frame or rest forming a double track on which grate slides easily.

Every variety of Steel and Cast Iron Cooking Stoves and Ranges, Heating Stoves and Warm Air Furnaces are manufactured by

The Burrow, Stewart & Milne Co.
HAMILTON Limited

A Paying Proposition!



This is what every retailer is on the lookout for, and he has completed his search if he is handling the

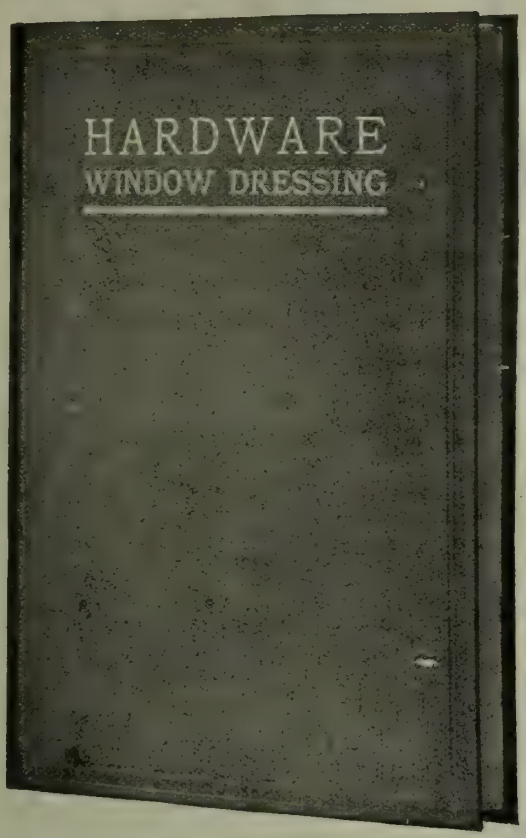
"Empire Oak" Stoves

These stoves are made in 4 sizes and will burn either wood, coal or coke. In point of view of effectiveness, finish, durability and construction, they are second to none, while their cost will be found very low for a first-class article. If you are looking for something "good" in the way of stoves—here is your chance! Send for prices.

Stocks carried in Toronto, Winnipeg and Vancouver.

THE CANADIAN HEATING & VENTILATING CO.
OWEN SOUND, ONTARIO LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages **8 x 11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

It's time to do some thinking about your

THANKSGIVING Window Display

The holiday comes on Monday, Oct. 25, and it's an opportune time to display Roasting Pans, Carving Sets and other requisites for the family reunions.

PHOTOGRAPH YOUR DISPLAY

and send to the Editor of Hardware and Metal. The sender of the best photo of a Thanksgiving display will receive a bound copy of "Hardware Window Dressing," sold regularly at $2.50. Address: The Editor,

HARDWARE & METAL, 10 Front Street East, TORONTO

NOTICE

Something New

In Next Week's issue we will have a PAGE Advertisement which we think will interest every

Retail Hardware Dealer in Canada

LOOK FOR IT

Oneida Community

Limited

Niagara Falls, Ont.



Perfection Oak

For Hard and Soft Coal or Wood—A handsome stove at a very low price. Large feed door, heavy steel body, screw draft dampers, draw centre grate, ash pan, grate shaker through side of base. A very attractive stove, being handsomely nickel-plated and ornamented.

Sizes 12-in., 14-in., 16 in., and 18-in.

Send for our new Stove Catalogue and Price List

THE JAS. SMART MFG. Co., Limited

BROCKVILLE, ONT. — WINNIPEG, MAN.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

Get a **STANDARD** Horizontal **BRADLEY STENCIL MACHINE** and you will have a Machine **BUILT FOR HARD USAGE,** Rapid and **EASY** to **OPERATE.**



HAMILTON STAMP & STENCIL WORKS, Ltd.

SOLE AGENTS FOR CANADA

HAMILTON, - ONTARIO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.





SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.



X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



FOODCOOKED PROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

PORTABLE OVENS.

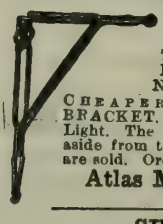


BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

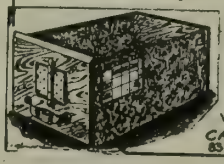
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70% Grinding; 90 % tool steel. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U. S. A

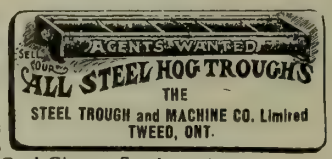


When writing to advertisers, kindly mention having seen the advertisement in this paper.

STEEL TANKS.

Steel Tanks
All Kinds
Stock Tanks

Steel Cheese Vats, Thresher's Tanks, Water Troughs Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.



VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

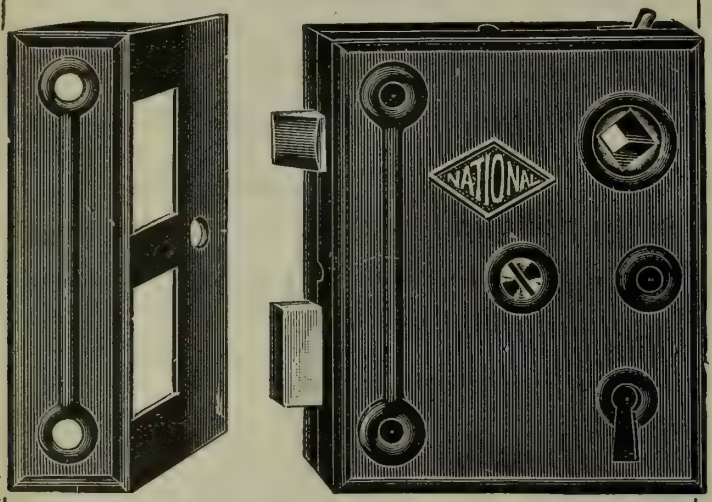
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

THE ONLY

Steel Rim Locks

MANUFACTURED IN CANADA

ARE THE



National Steel Rim Locks

They are noted for their Safety, Finish, Strength and Durability.

ORDER FROM YOUR JOBBER.

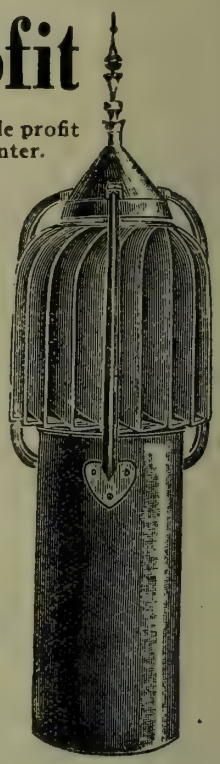
NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 7th, 1901

J. W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:—

I have been using your "J. W. Harris Rotary Ventilators" on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them.

I also installed two (2) 18-inch on my stable, and I can say that your Ventilators cannot be surpassed by any to take out the sweating or the bad smell in any room.

Yours truly, F. D. MONK,
58 St. Frs. Xavier St.

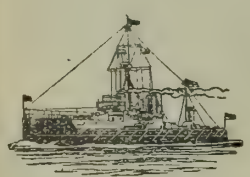
Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

THE PATENT "DREADNOUGHT" MILLING FILE



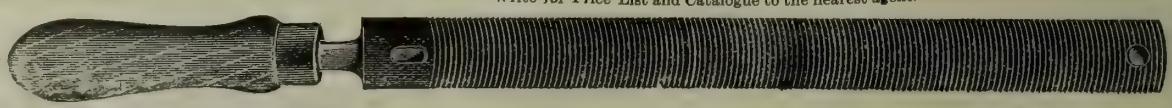
Registered Trade Mark

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively, their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.

JUST THINK:—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."

JUST THINK:—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance.

Write for Price List and Catalogue to the nearest agent.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

NATIONAL FILE & TOOL CO., 2110 Alleghany Ave., Philadelphia, U.S.A. ***FACTORY, 65 Dalhousie St.***

AGENTS { Halifax, N.S.—Austen Bros.
{ London, Ont.—London Engine Supplies Co., Ltd., Richmond St.

St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

BANNER
TRADE MARK.

REPUTATION



AS MAKERS OF

Coal Oil Lighting Specialties

SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

TO THE TRADE

THEY ARE FULLY GUARANTEED

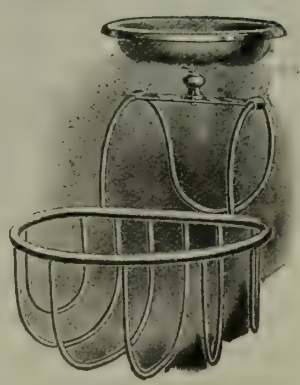
Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

Buffalo  **Mfg. Co.,**

Buffalo, N.Y.

Are You Carrying Our Attractive Lines

of
Water Filters and Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Tea and Bar Urns
Candlesticks
Cuspidors
Match Safes
Coal Vases and Hods
Crumb Trays, Etc.
and



BATHROOM FIXTURES ?

All are High Grade and Splendid Sellers

H. F. McINTOSH & CO. (Agents)

34 Yonge Street, TORONTO, ONT.

Write for Catalogue

"Brantford" "Roofing" Assistance

We give our agents the right kind of assistance. A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada.

All enquiries we receive from advertisements are turned over to dealers for their personal solicitation.

Handsome catalogs and samples supplied to dealers for distribution to prospects.

Electros of a special series of retailers' ads. supplied free to all who will insert them in their local papers.

Just write us for further details.

Brantford Roofing Co., Limited

Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited
Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Stock the goods that are always called for!

"KEEP THINGS MOVING."

That's the slogan of the progressive merchant.

THAT'S WHY HE ALWAYS STOCKS

Penberthy Goods



THE KIND THAT SELL AND SATISFY

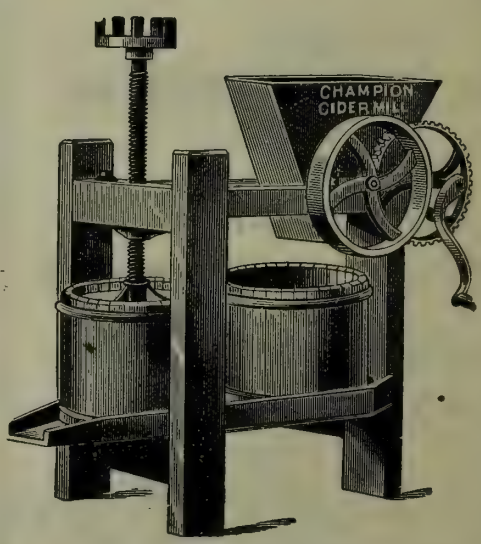
YOUR JOBBER CAN SUPPLY YOU

Manufactured by

Penberthy Injector Co., Limited

WINDSOR, - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

NO MORE BROKEN GLOBES



MORE Light where you want it.

NO Light where you don't want it.

THAT'S THE



AUTO - GLOBE

Include Auto-Globes with your next order.

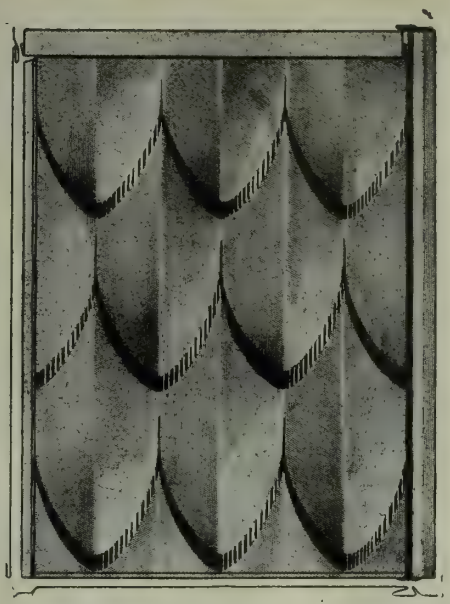
ALL WHOLESALERS HAVE THEM.

Circulars mailed on application.

THE SCHULTZ MFG. CO., LTD.

Hamilton, - Canada

A. H. Brittain & Co., Agents, Montreal



"Not the First Shingle but the first Perfect Shingle."

A Shingle of Doubt is a Trouble Forever

Ordinary metal shingles are generally water-tight. The "Galt" is always water-tight. Any practical man can see that in a glance.

When metal shingles leak they leak through the locks, invariably. Water gets in the side-lock and is forced by the storm up past the end-lock through the roof. This point—the intersection of three shingles—in the "Galt" Shingle is protected by our patented "closed-end" shown in the cut below, which positively prevents leakage. Notice the broad, deep, self-draining side-lock and continuous, over-lapping end-locks.

This is the shingle with the future and now is the time to get control of it in your locality if you wish to handle it next year. Drop us a card to-day. They are patented in the "Galt."

The Galt Art Metal Co., Ltd.

Galt - - Ontario

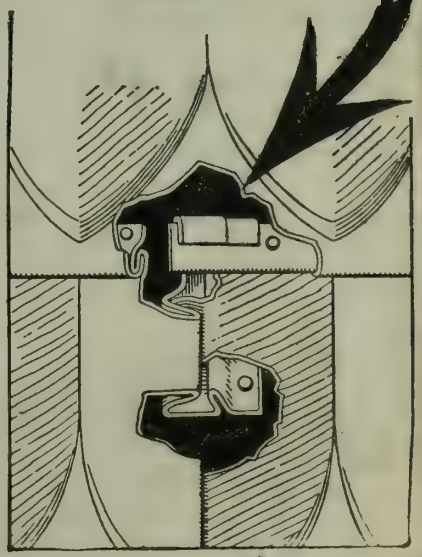
WINNIPEG,
Dunn Bros.

ST. JOHN, N.B.,
Estey & Co.

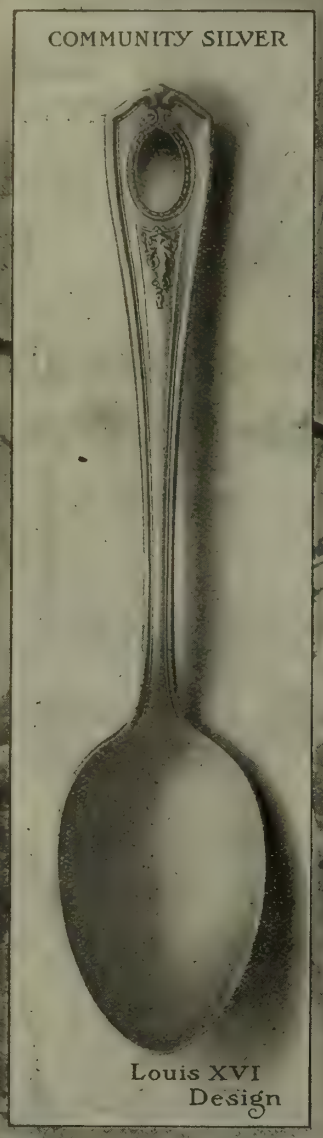
VANCOUVER,
D. R. Morrison

FREDERICTON,
Chestnut & Sons

EDMONTON,
Ross Bros.



DOUBLE YOUR SALES





The Dealer who carries

RELIANCE PLATE in addition to **COMMUNITY SILVER**

has this advantage—his double sales yield double profit.

Unlike other low-priced plated ware, Reliance Plate is sold only on a restricted price basis, thus assuring the dealer the same profit as on Community Silver.

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONTARIO



We manufacture complete lines of

ENGINEERS' BRASS and IRON GOODS
PLUMBERS' SUPPLIES
MARINE and LOCOMOTIVE BRASS WORK
BRASS RAILING WORK, ETC.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If requiring anything in these lines we can supply you, and at prices as low as consistent with "THE BEST GRADE ONLY."

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West, - - TORONTO

TORONTO Gendron CANADA

Christmas Comes But Once a Year!

Look ahead—it is time you were placing your orders for Christmas Toys, and you will find our lines of Children's Go-Carts, Sleighs and Cabs are just what you want for this trade. They are strongly made, of superior finish and are MADE IN CANADA. Write for catalogue, or ask our traveller to call.



No. 177— Doll's Go-Cart



No. 1124—Doll's Sleigh



No. 143 Doll's Cab

The GENDRON Manufacturing Company, Ltd.

TORONTO, CANADA.



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

WE MAKE IT
in 3, 4, 5, 6, and 7 inches.
The Cooper Patent Dustless Stove Pipe Elbow



The COOPER Elbow is certainly in every respect the best Stove Pipe Elbow made, having no crevices to catch the dust and making a very neat bend.

As some people, however, prefer the crimped pattern, we also make the O. H. Stove Pipe Elbow.

Both these styles are made of a fine quality of blue-black steel.

The COOPER Elbow, 6 and 7 inch, is crated 1 dozen in a wooden crate. The O.H. Elbow, 6 and 7 inch, is wired 1 dozen in a bundle.

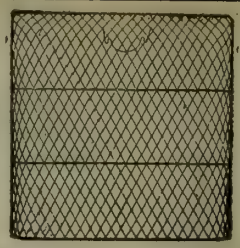
Stock up now for your fall trade. Manufactured by

E. T. WRIGHT & CO.
HAMILTON - - CANADA

SPARK PROOF FIRE GUARDS AND FENDERS

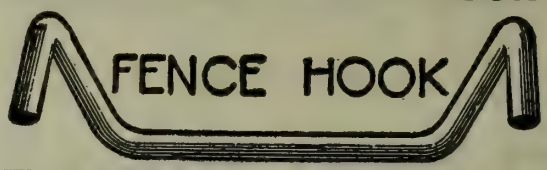


We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



CANADA WIRE GOODS MFG. CO., Hamilton, Ont.
We manufacture all grades of ***Wire Cloth and General Wire Work.***
We solicit your inquiries.

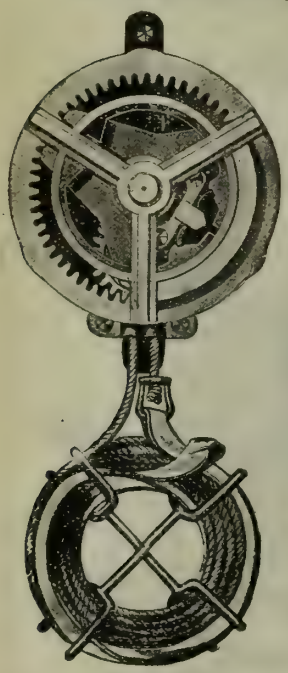
GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

EFFICIENT FIRE PROTECTION
no matter what the style of building may be, can be effectively assured by the use of a

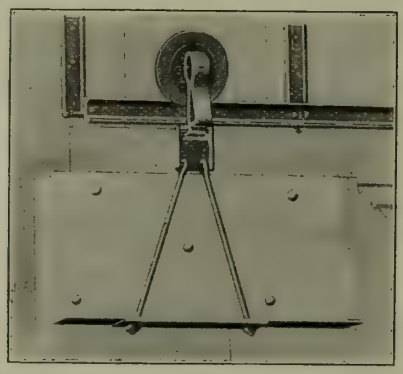


Davy Automatic Safety Fire Esoape

It is no longer a question of protection—but of the greatest amount of protection at the least expense. The Davy solves this problem by being the best escape which can be made at any price. The Davy gained the $100 prize awarded by The Commercial Travellers' Association for the best escape—a splendid testimonial to its efficiency. Write for booklet and prices. You can handle this line most profitably.

United States Fire Protection Co.
UTICA, N.Y.

S. B. MARTIN, Dalton, O., U.S.A.



Builder of
"Low-Down-High" Store Ladders
Wonder Barn Door Hangers
Channel Steel Track
Hardware Specialties

Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

Will give license to one or two good Canadian Firms to build these Specialties.
See Cut.



Buy the Best.

HERCULES
Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nails and hardware specialties.

The McBrien Mfg. Co., Limited
Dovercourt - - - - - - - - Toronto

Queen City Water White Oil
GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors.)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.
Works: Don Speedway, also Victoria St., - - - TORONTO

Repeat Orders

The quality of every line of goods you sell ought to bring customers back for more. Genasco is the roofing that does that.

It is made of Trindad Lake Asphalt—and everybody knows it. We are telling prospective users about it through our continuous national advertising.

That stirs up a whole lot of initial orders, and the quality of Genasco does the rest.

Genasco

Ready Roofing

(Mineral and smooth surface)

There is Genasco business right in your territory that ought to be developed. A little effort on your part will give you a big share of this repeating business. Get after it now.

Write for samples and full information. **A full thirty-two-million-dollar guarantee.**

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

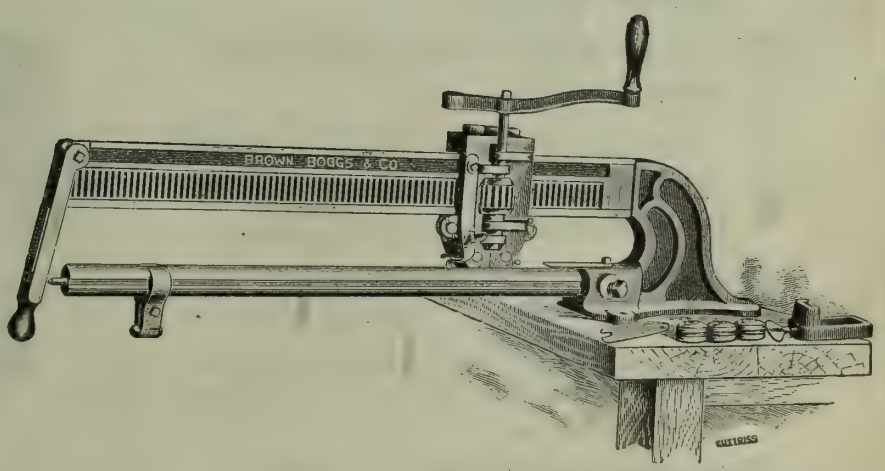
Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co. Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
J. H. Ashdown Hardware Co., Winnipeg, Man.
Roofers' Supply Co. Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

It is Stove Pipe Time



again, and you need one of our **SPECIAL GROOVING MACHINES** for this work. **Get a "NOYES"** and cut your manufacturing cost in two. With this machine the work can be grooved and the seam closed down in **one operation,** cutting out the work of malleting. This groover will pay for itself in **one week.**

WE MANUFACTURE A FULL LINE OF

Tinsmiths' Tools, Foot and Power Presses, Dies, Sheet Metal Tools of all Kinds.

The BROWN, BOGGS CO., Limited, Hamilton, Canada

NO COMPETITION

The Razor to Sell is

The

AutoStrop SAFETY RAZOR

BECAUSE

IT has no competitor.

IT is the only self-stropping razor in existence.

IT is always sharp, and every shave is as good as the first.

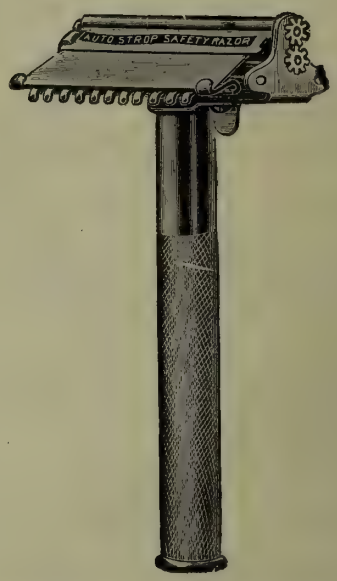
IT is convenient, nothing taken apart to strop or clean.

IT is the most economical to use, being the only razor that does not involve continual expense for new blades.

Use the razor yourself so that you will be able to demonstrate it to your customers.

You will be satisfied with its service and sale and your customer will be satisfied with his purchase.

Your stock is incomplete without the ***AutoStrop.***





STANDARD SET

WRITE us or your Jobber for Sample and Trade Terms.

The AutoStrop Safety Razor Co., Ltd.

14 St. Helen Street, Montreal.

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE

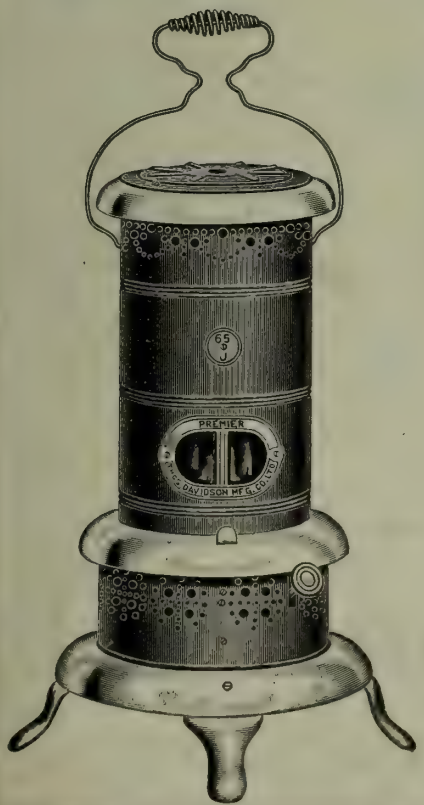
A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products Export Co.
Montreal



"Premier" and "Colonial" Oil Heaters



Produce intense heat without smoke or odor.

Just the thing for the chilly Fall Evenings.

Safe and simple as a lamp in construction.

Are provided with Bail Handles and can be placed just where the heat is most needed.

A gallon of oil is all that is required for 8 hours comfort.

Ready for use at a moment's notice.

Lights as easily as gas and gives immediate results.

65-J Premier, Nickeled Trimmings, Brass Fount - - -
50-J Colonial, Japanned Trimmings, Steel Fount - - -

Weight (crated) - 19 lbs.
Height (bail down) - 25 inches
Diameter of base - 17 inches
" " upper drum 8¼ inches
Capacity of fount - 1 gallon

WRITE FOR PRICES

The Thos. Davidson Manufacturing Co., Ltd.
MONTREAL and WINNIPEG

A Dealer Who Sells
DOMINION AMMUNITION

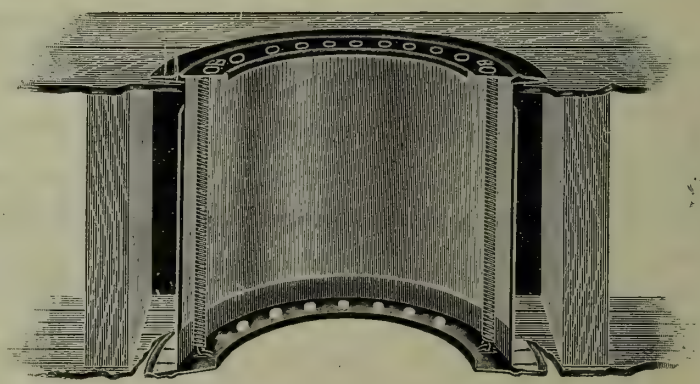
Is true to himself and true to his patrons.
Shooters who try Dominion cartridges and shells buy more shells, shoot more shells and induce their friends to buy and try them.
Made in Canada by Canadians and for the whole shooting world.
Every shell has the guarantee of the manufacturers.
A new box free for every misfire of present product.
Dominion Cartridge Company, Ltd., Montreal, Canada.



Kemp's Handy Thimbles

JAPANNED STEEL ENDS

The hooks to which the spring attaches cannot become detached, as they are stamped out of the head itself.



The steel heads are well double seamed to the cylinder of the thimble, and consequently cannot become detached through melting solder, or anything of this kind.

N.B.—This Thimble will fit any size floor or wall.

No.	30	40	50	60
Inches	6	6	7	7
Extension	4 to 8 in.	7 to 14 in.	4 to 8 in.	7 to 14 in.

1 DOZ. IN CRATE PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Important Points in Displaying and Selling Stoves

C. A. Eddy Argues That the Dealer Who Sells Only One Line of Stoves Has an Advantage Over Others Who Display the Makes of Several Manufacturers on Their Floor—Suggestions Regarding Window Display and Sales Methods—Ideas Which Can be Adopted in a Thanksgiving Window Display.

Success in any line of business comes first, from knowing how to do a thing, and then, earnestly working until you have completed what you started out to do. A great many men have good intentions, but these intentions do not carry them very far, because they are not headed in the right direction. They do not know how to carry out plans which they realize are necessary to the success of their business.

In selling stoves there are certain rules which must be followed to insure success. Before a man can build up any business it is necessary for him to have the goods. The quickest road to success in selling stoves lies in handling a high grade line made by a reputable manufacturer. A merchant cannot make a mistake if he does this. Sales will be easier, because the merchant is then backed by modern selling and advertising plans furnished by manufacturers, which bring customers into his store, asking for the special class of stoves he sells.

Many merchants keep samples of cheap stoves just for comparison with the better class of goods. Where there is much catalogue competition, this is a good plan, because it enables a merchant to show a customer the difference between a stove made for mail-order buying and one made by a reliable manufacturer to sell at a fair price.

Sell One Line of Stoves.

The experienced and successful merchant will admit that selling one line of stoves is the most profitable method. With three or four conflicting lines you can do justice to none of them. If a customer comes into the store and is interested in buying a stove you take her to one of the lines and explain its good points. You elaborate on the workmanship, the quality of the material used and end up by telling her it is the best stove money can buy.

Suppose, however, that she is interested in a stove you carry which is made by some other manufacturer. What are you to do? You cannot then turn around and tell her the stove she likes is the best stove for her purpose, because if you do, you immediately prove to her that your talk about the other stoves was not genuine.

When a merchant tries to handle several lines of stoves he is sure, in a great many instances, to be placed in an embarassing position which not only causes him much annoyance, but the loss of many stove sales as well.

The better advertised line of stoves a merchant can handle the more profit it means to him. Advertising is necessary to the selling of goods nowadays, and it is of vital importance to the dealer that he be backed by strong selling helps from the manufacturer whose goods he represents.

The Floor Display Important.

Next to the quality of the stoves, a great selling feature is the manner in which they are shown on the floor. Every stove on a merchant's floor should be given careful attention and critically inspected before being placed on sale. It should be well blackened, and the nickeled parts thoroughly cleaned, until they will attract the casual buyer's attention by their brightness and brilliancy.

Keeping stoves in good condition means ready sales, because people judge a stove to a big extent by its looks. The more care and attention put upon a stove the easier it is sold.

Fit up a Special Stove Room.

A good plan in displaying stoves is to have a special stove room fitted up in an attractive manner. On one side of the room can be placed a row of steel or cast ranges with the elbows, collars, etc., in place on the ranges, giving them the appearance of being set up in working order. On the other side can be placed the base burners which, when arranged in a row, will attract immediate attention because of the large amount of nickel work and brilliancy of the base burners.

By having a special stove room the stoves, in a great many instances, are much easier to sell. A person buying a stove in a store many times has his attention distracted by other goods displayed, or people coming in to buy various articles. If a merchant has a special sales room containing stoves only, the customer's attention is confined just to stoves and the result is that sales are much easier and quicker made.

Prepare Early in the Fall.

One mistake many merchants make is in not being prepared for the stove business early in the fall. They do not realize, until it is too late, that the man who is prepared is the man who gets the business. If people make up their minds to buy a stove during the first cold snap they are not, in a great majority of cases, inclined to wait until the merchant gets in his stock, and the result is that the order goes to a competitor.

Every merchant, in order to be ready for the first stove business in the fall, should remember that in September there is generally a cold snap. This cold snap brings the best customers.

A full line of stoves should be on the floor at this season, all polished and ready for setting up in the home. When customers go into the store it is a part of the merchant's or his clerk's duty to find out at once the stove they are interested in buying. As soon as they secure this information they should take them direct to the stove they have in stock as near like the ones they are interested in as possible.

The stoves should be pulled out, placed on a truck and then every feature and good point of the stove should be fully explained so the customer can readily understand.

In selling stoves many dealers do not place themselves in a customer's position—they talk about the smooth castings, the flues, magazine feed, etc., features of which many customers do not understand and consequently the talk goes into one ear and out the other.

A merchant is wrong in assuming that the customers knew about these features. The best plan is to explain in the simplest and clearest manner possible the advantages of the stove and why it will pay the customer to buy it. While the stove is out in the middle of the floor keep turning it around so the customer can see all sides of it. If a corner of the stove is kept toward the customer the size of the stove will appear to the best advantage. Much depends upon the manner in which a salesman handles a customer as to whether or not a sale is made.

High-Class Clerks Important.

Many merchants do not seem to realize how important it is that their clerks be high class and have a full knowledge of the goods they carry in stock. A clerk in a store is an important part of the business—no business can be run without sales. When it is known that the greater part of the sales of the average store are made by the clerks, it can be seen how essential it is that the merchant take an interest in the clerks and know positively that they are well acquainted with the goods for sale and capable of selling them.

Hardware clerks should be thoroughly in earnest in their work. When a customer enters the store the clerk should show his earnestness in every move he makes. A customer can generally tell by looking at a man whether he is sincere, enthusiastic and in earnest. If he is, he will have more respect for him and the way is then paved for an easy sale.

When a clerk is making a sale to a customer he should drop everything else and think only about that one sale. He should concentrate all his energies on that one particular customer and not let his mind wander from one thing to another in the store and wonder how soon the customer will make up his mind and when he can start doing something else.

Good Advertising Also Important.

A most important feature in selling stoves is good advertising. Newspaper advertising affords the greatest advantage to a merchant because the great majority of people nowadays read newspapers—not only the news items, but the advertising columns as well. If the advertising is interesting, well written and made attractive by the use of good cuts, there is no reason why it should not be a good investment for any merchant.

In advertising stoves the best plan is to always quote prices. Buyers want to know what goods cost and they are al-

ways more interested in reading an advertisement where there is some mention made of prices and any special inducements which a merchant has to offer.

Good Window Displays.

In connection with newspaper advertising good window displays are essential. In fact, window displays are one of the most effective and profitable forms of publicity a merchant can use. There is hardly one store in a dozen that does not have at least one good window that can be devoted to a display of stoves.

A merchant need not necessarily be a professional window trimmer in order to have his windows look neat and attractive to the eye. If he will follow a few simple rules and use a certain amount of good judgment and good taste there is no reason why his windows cannot be made valuable allies in attracting people into the store.

A simple display will, as a rule, make



Stove Store of Albert Welch & Son, Toronto.

the most direct appeal. In displaying stoves, for instance, they can be shown as attractively as almost any other line of merchandise, and a good stove display put in at the right time will always result in sales.

The manner in which the stoves are arranged and the number shown depend upon the shape and size of the windows. The size of some windows will only admit of one good-sized stove being shown. In others, a half dozen or more can be easily accommodated. Whatever the size of the windows, do not crowd them, as stoves do not show to advantage when crowded together.

Plain Windows Trim Best.

In trimming a window for a stove display too much fancy trimming should not be used. If cloth is used, an excellent and very inexpensive material is Atlantic bunting. Cheese cloth can also be used to good advantage. It may be pleated, hung in loose folds or stretched tightly, with good effect.

Another good background can be made by using the zincs or stove boards placed side by side to cover the entire back. This can be occasionally relieved by stove pipe used as columns across the top of the back cover. The elbows can be fitted in to finish off the tops of the columns.

In showing stoves, base burners especially, the most attractive method is by lighting them on the inside with red or yellow lamps or by placing red tissue paper inside the isinglass doors. An attractive base burner display can be made by placing a stove in the middle of the window and beside it a bucket full of coal and a card with something like the following: "This stove will heat a room 12 by 16 feet for 12 hours without any attention."

If the coal were emptied on the floor of the window the effect would probably be more striking.

The same idea might be used with a wood stove, substituting chunks of wood for the coal.

The Display of Ranges.

In displaying ranges the main points to be brought out are the conveniences, cooking qualities of the range, fuel economy, etc. A good plan in showing a cooking stove or range is to set it in the window just as it would appear in a kitchen, in fact the window might be trimmed to represent a kitchen. Run a piece of stove pipe from the stove to the end of the window, around and on the stove and use kitchen utensils such as pots, pans, etc. In the fire box place a small oil burner and over it put a kettle of water. The door of the oven should be open and inside may be placed a pan of nicely browned biscuits, loaves of bread, meat, etc.

Light the oil stove and the water in the kettle will soon be steaming away at a great rate. If it is a wood stove have a wood box in the proper place—if it burns coal have a coal scuttle with a shovel, etc. The remainder of the window can be filled with different kitchen utensils the store carries in stock.

Stoves shown in the window should always be carried in stock and on display inside the store. The best plan is to show them on a raised platform, each stove given as much room as possible in order that the doors may be easily opened and customers may see the ends and backs of the stoves as fully as possible. A good plan is to have a card on each stove giving the price and describing briefly the main features of the stove.

In selling stoves there is no reason why the merchant who is aggressive, keeps his stock up to date in good condition, sticks to one good trade-marked line and advertises it should not be successful.

Success comes not by wishing but by working, and the man who gives to his business his best efforts will get the best from his business.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Shelf Ladders.—Wm. Bonner, Pictou, N.S., asks where he can secure steel store shelf ladders.

S. B. Martin, Dalton, Ohio, makes this line.—Editor.

Christmas Toys. — "Subscriber," of Brantford, asks for the makers of toys for the holiday trade.

The Ideal Mfg. Co., Detroit; J. Owen, 168A Mansfield Street, Montreal; Morton E. Converse, Winchendon, Mass.; Columbia Grey Iron Co., Columbia, Pa.; and the Ives Mfg. Co., Bridgeport, Pa.—Editor.

Window Dressing—M. H. Leggatt, of Chesley, asks if a magazine on hardware window dressing is published.

There is no such publication. The only work on this subject is "Hardware Window Dressing," sold at $2.50 by the Technical Book Department of the MacLean Publishing Co., 10 Front Street East, Toronto.—Editor.

Dry Grain Measures—Emerson & Fisher, St. John, ask who makes dry grain measures.

A Root, Greenbush, Ont.—Editor.

Glass Bottles—Fraser Hardware Co., Galt, ask what concerns in Canada make glass bottles.

The Diamond Flint Glass Co., Toronto, and the Sydenham Glass Co., Wallaceburg.—Editor.

Gasolene Lights—W. H. Turnbull & Son, Scotland, Ont., ask for the name of a London, Ont., manufacturer of gasolene lights, which has a generator, and the gas passes through a 1½-inch pipe to the lamp.

The light referred to is probably made by the National Light & Manufacturing Co., London. Other makers of gasolene lights are the Empire Light Co., 16 Victoria Square, Montreal; the Beach Foundry Co., Winchester, Ont., and the Best Light Co., Canton, Ohio.—Editor.

Advertising in a Town Without a Paper

Hardware Merchant in a Manitoba Village Plans to Publish a Store Paper of His Own in Order to Combat Mail Order House Competition—With a Good Mailing List He Ought to Get Satisfactory Results—Experience of an Ontario Merchant Who, Under Similar Conditions, Established a Print Shop in His Store.

George M. Watson, Rossburn, Man., does business in a village where there is no newspaper and finds it necessary to do something to hold the trade of his local farmers and village folk from going to Winnipeg and Toronto catalogue houses. After considering various means of doing this he has decided to publish a store paper of his own, similar to those of the Battleford Trading Co., Battleford, Sask.; Johnson Bros, Boisevain, Man., and W. F. Macpherson, Prescott, Ont., sample pages of which were illustrated in Hardware and Metal of July 3.

In the three places mentioned, however, local newspapers are published, and the circumstances are, therefore, different from those surrounding Mr. Watson. Where there are local papers it is questionable if it will pay to publish a store paper, as the same money spent in running an enlarged ad. in the papers will, in the opinion of many, bring greater results than by repeating the local paper ad. in a store paper and circulating it in practically the same field.

In a village without a paper there seems no question about the wisdom of trying to reach the people in the district by a store paper, and thus educate them to trade at home, and increase the value of their property by building up towns near at hand. As there may be other hardwaremen located in small towns like Rossburn, the experience of a country merchant in Ontario will be interesting.

Merchant His Own Printer.

About two years ago, R. J. Thomas, Hartford, a village of 200 population, decided to make an effort to extend his business with the farmers and village residents, and having no local paper, began by using rubber stamp announcements, soon following this up with gelatine pads, later installing a typewriter, and afterwards a small printing press and type. Mr. Thomas explained his experience as follows:—

"When I began to look over the stock we had in the store that was salable and yet not in sight of the customers—things that they would be buying every day if they only knew we had them—I made up my mind that there must be a way quicker than I had, and yet not take up any more room on paper than I was using.

Typewritten ads. were coming to us from wholesale firms, and I looked up the price of a typewriter. I rented two different kinds to see if they would do what I wanted of them, and they did the work, so I bought one for $35.00. Using this with a copying ribbon, I was able to make about 35 or 40 copies at once. This meant double work, as I was sending out 65 to 75 copies.

"This method of advertising I continued with some improvements, aided with the pen, in the way of illustrations, until I had put out my Xmas ads. Then we were so busy, I could not get time to do any more till after the holidays. Up to this time the cost had been: for the gelatine pad about $1 (this makes two pans); typewriter, $35; extra ribbon, $1; printed paper to put ads. on, $2 per thousand. The distributing was done through the school children.

"After Xmas I decided to enlarge my list of customers, by sending circulars to the residents on the Indian reserve. We took stock in January, and found our turnover had increased by $1,000, so it made me more confident that advertising had done its share in the work. In looking over the ground and counting up the people, I found it would take about 250 to 275 copies. Then came the problem of what to get to do it with.

"Among the machines I looked at were Neostyle, the Rotary of the same kind (these to use wax paper) at about $15 and $40 respectively. These could be used with the typewriter I had. Next in order came the Writerpress at about $150, and the Polygraph at about $75 to $100. At the prices named, I believed it would pay to buy a small printing press, and after investigating I bought a second-hand Pearl press, size 7x11, for $75, and type, inks, paper, and the necessaries that go with them, until the outlay will run about $150, and with this I am not only doing my advertising, but making bill heads, dodgers, paper bags, want cards, blotters, envelopes, etc."

One Mistake to Avoid.

A mistake too often made by local merchants is that of looking upon his near-by merchant as his greatest enemy. In order to develop a business it is necessary to adopt means to secure the trade of those near at hand and discourage possible customers from sending money to catalogue houses for supplies. In a village like Rossburn, a place not large enough to support a newspaper, it should not be difficult to show farmers and other property owners the foolishness of sending their money to build up Winnipeg or Toronto at the expense of their local tradesmen. Every dollar spent at home tends to build up local enterprises and as the village grows property will increase in value and opportunities for making life more enjoyable will become more numerous.

Too many merchants, however, are not far-seeing enough to take this broad stand but rather use their energies in trying to capture trade from local competitors by price-cutting or by offering a higher price to customers for their farm products, and while local merchants are scrapping amongst themselves the mail order houses are gathering in the cream of the cash trade and leaving only the less profitable credit business for the home merchant.

If a merchant has a local paper in his town he should give it generous support and demand in return that the editor conduct an intelligent campaign in support of local enterprise. But if no local paper exists a merchant will do well to establish a store paper, aiming in each issue to give some reason why the local merchant deserves support, but always backing this up by quoting prices which will compare favorably with catalogue goods, freight, etc., added, and keeping standing that trite saying: "The memory of quality remains long after the price is forgotten."

IRON AGE CHANGES HANDS.

The Iron Age of Sept. 23 and the Metal Worker of Sept. 25 contain announcements that these papers have been purchased by Charles T. Root, publisher of the Dry Goods Economist and other trade papers. The Iron Age was established in 1855, by John Williams, when "America was a half-settled agricultural country with rudimentary industries and dependent on Europe for most of her manufactured goods." To-day the United States has metal industries which rival those of any country in the world and David Williams, son of the founder of the Iron Age, in transferring the paper to its new owner, justly claims some credit for his paper for this wonderful development. The Iron Age has borne a reputation for accuracy and fairness which has had much to do with its success and as the same staff will continue to conduct the paper, its career under the control of its new owner ought to be equally successful as in the past.

NEW MENDING CEMENT.

A new cement has been put on the market by H. Nagle & Co., Laprairie, Que. It is a granite cement for mending holes in pots and pans, and when it is remembered how often faults appear in the enamelware and tinware, it can be understood that "Vol-Peek" has a wide consumptive field. It carries a good profit with it, and should be worth investigation by the hardwareman.

HARDWARE AND METAL

Established . . . 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Canada : Macpubco, Toronto. England : Atabek, London, Eng.

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MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES :

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

VANCOUVER, B.C. - - - - - R. B. Bennet

ZURICH, SWITZERLAND - Louis Wolf ; Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

AN XMAS GOODS NUMBER.

An inquiry came to the editor a few days ago as to where iron toys could be purchased for sale in a retail hardware store during the Christmas season. This line has been successfully taken up by hardwaremen during the past few years and some jobbers now stock them. The names of some manufacturers and agents are, however, given in the "Letter Box" department on another page.

As there is a tendency to stock holiday goods early this year and indications point to one of the best seasons experienced for many years, the October 16 issue of Hardware and Metal will be a special "Christmas Goods Number," in which both editorially and in the advertising pages suggestions will be given regarding articles to push and methods to adopt in order to increase the volume of holiday trade.

Readers should, therefore, make it a point to study the announcements made in the October 16 issue in order to be able to place orders of holiday goods early and make certain of securing stocks of the most salable and profitable goods.

PRIZE FOR WINDOW DISPLAY.

Thanksgiving Day has been set for Monday, October 25, and hardwaremen will do well to prepare a special Thanksgiving window suggestive of a bountiful harvest and a family reunion in which a turkey is being carved.

The week before Thanksgiving can be made a busy time in the store if a special display is arranged and the attention of the farmers and townspeople drawn to the window through an announcement in the local papers. Roast pans, carving sets, and kindred goods will be required to prepare and serve the dinners for the many family reunions which will be held and the merchant who makes an effort to secure this business is the one most likely to get it.

If a good display is arranged the window should be photographed and a copy sent to the editor of Hardware and Metal, who offers a copy of "Hardware Window Dressing," a $2.50 book for the best photo submitted. Here is a chance for a clerk with ambition to become a successful window trimmer. The book contains numerous practical ideas which can be used to advantage in window displays during the Christmas season and throughout the year.

EXPRESSES HIS APPRECIATION.

Editor Hardware and Metal—In looking over the exhibition number of Hardware and Metal we think that exhibitors of stoves and hardware have every reason to compl ment you upon the exceeding justice in bringing out their displays so prominently. Respectfully yours,

W. H. Rumball & Co.

Victoria Harbor, Ont., Sept. 23, '09.

OPPOSITION TO NEW MANITOBA CORPORATIONS ACT.

Winnipeg, September 27.—The continued examination of the Extra Provincial Corporations Act by business men of Manitoba has tended to intensify the opposition to its coming into effect on November 1 next. Each organization, namely, the Board of Trade and the brokerage association have appointed committees to investigate the details of the act with a view to discover its scope. They have done this quite thoroughly, having each secured legal advice upon its interpretation and having further discussed the measure with the provincial secretary who is in the main responsible for its appearance. The various committees have also discussed the act with several other members of the cabinet and are quite prepared to submit reports to their respective associations.

The brokers' association committee has gone into the matter more thoroughly than any of the other enquirers and as a consequence the association has been hanging fire until this committee was ready. Some time this week, however, the brokers' association will hear the report of the committee, and should it be ratified then all the organizations will come together and call a public meeting, at which the conclusions of the committees will be aired.

The committees refuse to divulge anything regarding the nature of their reports, but it is known that their investigations have been thorough and the indignation keen, and little difficulty is anticipated in rousing public opinion against an enactment which according to their minds, legislates such a large volume of business away from this province.

Unjust to Provincial Business.

It has been made known that the provincial secretary has admitted that the act may be interpreted so as to be a severe injustice to the business of the province, but the interpretations which he puts upon it, and the interpretation which was meant to be put upon it when it was framed, does not in any way discriminate against extra provincial corporations doing business in this province through an agent or a broker. But according to the interpretation of the attorney-general of the province it does aim at the outside corporations and the resident brokers also, for he says, "what I see that is objectionable in the act is the fact that resident brokers are discriminated against and encouragement given to commercial travelers which is absurd." It would seem then that the act was manifestedly incongruous, but so long as there remains the slightest possibility of such an interpretation as the average business man puts into it, the associations referred to above, are prepared to fight it to the finish.

The deputy provincial secretary in discussing the measure stated recently that the act was simply a reproduction of the foreign corporation act which this act repeals. The only alteration made is that the new act provides that outside corporations cannot use the courts of the province if they are not incorporated within the province. Heretofore extra provincial corporations doing business here through the brokers had the same privileges as provincial corporations with respect to the courts, and this was considered an injustice.

Should Not be Enforced.

Granting that it has been in force for some time under another name, say the business men, it does not follow that it should continue, neither does it follow that because it is almost identical with the Ontario act, and very similar to the act in force in the western provinces, that it should be enforced in Manitoba. The deputy minister drew attention to the fact that the act was in force in British Columbia and that it was enforced, but that there was no complaint from B.C. brokers or the firms they represented, simply because, he said, a proper interpretation was put upon the act. Further, he said, no one can interpret the act as the business men of Manitoba interpret it, and have it enforced without the consent of the government which reserves to itself the right to interpretation. These arguments throw the whole act into ridicule. It matters not how or where the act is enforced, or how long it has been in existence, no sane man in this province

is going to stand idly by and see an act go through which may or may not throw into jeopardy the commercial life of the province. An the movement which is on foot at the present time will preserve at any cost the interests of this province and this country.

PUSH FLY SCREENS NOW.

How many hardwaremen are pushing fly screens at this season? Many have moved their stocks of screens to the back of the store but a growing number are realizing that sales can be made in the fall as well as in the early summer as the cold and rain are now driving the flies inside and at no season of the year are they as great a pest and a source of such danger as during the fall months.

"Kill the house-fly" is now the slogan in the medical and scientific world, it being generally recognized that to the housefly can be traced numerous cases and even epidemics of disease. The fly and the mosquito are considered the most dangerous germ carriers, gathering loads of filth from manure piles, etc., on their numerous legs and carrying it into the house where the filth is deposited in sugar bowls, milk, on fruit, or on the faces or lips of infants.

While the druggist is making his heaviest sales of flypaper, ought to be an opportune time for hardwaremen to make many sales of wire cloth or window screens.

ABOUT BUYING HARDWARE.

"Subscriber," writes criticising the suggestion made in a recent issue of Hardware and Metal, that merchants should confine their buying to one house and rely upon receiving thorough service and fair treatment in return for placing all their business through the one channel.

Our correspondent says: "My policy is to treat every traveler as a friend and although the bulk of my trade goes to one jobbing house, I always have a friendly greeting and open ear for every traveler who calls on me, and as a result I frequently have placed orders for specialties carried by other jobbing houses or by manufacturers who find it necessary to go to the trade direct in order to introduce their goods.

"I also find that courteous treatment of travelers have given me many opportunities of getting inside prices on many lines others have had to pay regular prices for.

"Your argument may be good, so far as stoves and furnaces is concerned, but in general hardware buying I consider it a mistake to confine my purchases to one house."

FALL BUYING OF BINDER TWINE

General approval has been expressed regarding the suggestions made in the letter of J. T. Holmes, Whitechurch, in Hardware and Metal of September 11, manufacturers and retailers in different sections of the country having expressed approval of the points made in his letter.

The Consumers Cordage Co., Montreal, send the following comment on the question of buying twine in the fall: "We agree with Mr. Holmes in his remarks and have been educating the dealer to buy his twine under this arrangement. You understand a manufacturer would rather take orders for a smaller quantity, and know that the twine would be sold, than have customers order a large quantity and have it lying all over the country. It means to us long delays in settlements and dissatisfaction in every way, as it is impossible for us to pay the freight on shipments of twine when it leaves here, and then again pay return freight on the balance that is left over. We trust that your readers, who deal in twine, will take this matter up seriously, and that they will be educated to buy their twine under the arrangement as per Mr. Holmes' suggestion."

Charles C. Lee, Goderich, writing of Mr. Holmes' suggestion says: "The idea is one that struck me and it is on this idea that I gave my order this fall, and I see no reason why it will not work out with all parties concerned."

D. A. Macnab, of Macnab Bros., Orillia, writes: "I have read Mr. Holmes' suggestion and would say that with regards to this line in our section, it has become a very small part of our trade, this being the fault of the manufacturers, as not only the hardware and implement dealers handle it here, but every blacksmith and also a number of farmers in each section have agencies and are out canvassing the country, which means very little business for the dealers. Therefore we have very little to do with it, of late."

A. W. Macpherson, Prescott, writing on the same subject, also refers to the demoralization resulting from the trade being cut up into so many agencies. He writes: "Certainly, if over buying is the cause of price cutting on this particular line, Mr. Holmes' suggestion is a good one, if generally carried out, that is to place a limited amount on booking order, and increase or re-order when requirements are known. Local conditions, however, largely govern whether we can make any money on binder twine or not. In this district, I know where twine has been sold at ½ cent per pound advance on cost, by farm machinery agents and small country stores, who seem to wish to swell sales, regardless of profit. Then, again, a farmers' club purchased a ton of twine and handed it out to members at cost. I fancy other districts could report similarly. The manufacturers of the twine I sold this season issued a curcular letter placing a minimum retail price of 1 cent per pound advance on cost of their twine, and if all the makers, and distributing agents for twine would name a minimum retail price for Ontario, and then protect the legitimate dealers, by refusing to sell to consumers, or to any who are found not to have adhered to said prices, this to my mind would most readily solve the question satisfactorily to all concerned, and I certainly think the plan feasible. The advance I have named, one cent, barely covers the cost of handling, and under present conditions, I assure you I am careless about doing any extended twine business, and shall certainly buy cautiously until conditions improve."

Hardware and Metal would like to receive short letters from other merchants on this question. What, for instance, is the condition of affairs in the maritime provinces, in the western provinces and in other parts of Ontario?

FARM LIFE BECOMING POPULAR.

Farm life and the ownership of land are becoming very popular with all classes of society not engaged in farming. Many of these classes once looked upon the vocation of the farmer with contempt. Wherever men congregate or come together—on the street, at luncheon, on the train, or in their clubs—the conversation turns to the desirability of ownership of the soil.

It is becoming the ambition of almost every man to own a piece of ground and to cultivate it—at least to superintend its cultivation. Thousands of business men are putting their money into western lands for the security that land ownership gives. There is not so much buying for speculation as there is buying with the idea of making future homes.

Men who are acquiring these homes take a practical interest in their development, too. They want in time to become a farmer. On every suburban train discussions are heard about various kinds of incubators or garden tools or other appliances used upon small suburban estates.

Don't allow idlers to loll around the store.

Send bulky purchases home for the customer.

Take as much interest in your employer's business as if it were your own,

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advance of ½c.
Lead—Advance of 15c per 100 lb.
Turpentine—Advance of 2c.
Linseed Oil—Advance of 1½c.
Red Lead—Cut of 25c per 100 lb.

Toronto.

Wire—Advanced 5c 100 lbs.
Linseed Oil—Up 1½c.
Red Lead—Decline of ½c a pound.
Staples—Up 5c 100 lbs.
Cotton Goods—Higher 1c.
Sash Cord—Advanced 1½c.
Lead—Up 10 cents.
Tin—Advanced ½ cent.

MONTREAL.

October 1.—A good fall trade is now being done in all seasonable lines, and the tone of the markets is very firm. Reports from travelers show that a strong consuming demand is being experienced by dealers generally, and that indications point to a more active call later on. There is not the need now for farmers to economise, and it is expected that later on they will be in much better evidence as buyers of general hardware.

Booking for later delivery is quiet, but as goods are now being taken that are usually dispatched later in the month the lightness of the booking can be accounted for. Lumbermen's supplies are, however, on the forward delivery list, although axes, axe handles, and cross cut saws are now being shipped. Snow shovels are moving more prominently, and there is a strong call for sleigh bells, weather strip, cow ties, burners, horse blankets, and other seasonable lines.

Guns and ammunition are still scarce, and some dealers are carrying very light stocks. The hunting season promises to be an excellent one, and merchants anticipate a good sale for all supplies. The Maritime Provinces are not such prominent buyers as last year in these lines. Not because the aggregate demand has fallen away, but because other quarters are buying better. Cutlery and silverware are in strong demand, and it is evident that dealers mean to make a good showing in these lines this winter.

Bolts, nuts, wire nails, and screws are showing stimulation, and it is evident that a good deal of repair and construction work is going on. Builders' hardware is just as prominent as ever. Stoves and ranges are commencing to move well, the cooler weather having the effect of making dealers prepare for coming demand. House cleaning utensils are moving strongly, and enamelware is prominent. There is a good healthy demand from the north west, and the rate of improvement is better than in the east. Prices are unchanged, and the market is firm in tone, and optimistic.

BUILDERS' HARDWARE—With the continuance of the building movement, not locally but in the country, builders' hardware is a prominent mover. Lock sets, sash lifts, porcelain knobs, and door pulls are in active call. In fact every line is showing good strength. The market is firm, with no improvement in the difficulty of obtaining lock sets from the manufacturers. We quote: Lock sets (inside) $4 per doz. and up, lock sets (outside) $12 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per dozen.

FALL LINES—Immediate delivery is being taken in weather strip, snow shovels, and sleigh bells, and orders show improvement in bulk, as dealers experience a better trade and feel more confident as to the future. Good sorting orders have been received in lanterns, lamp burners, chimneys, stable and barn requisites. House cleaning and kitchen utensils, such as carpet sweepers, wringers, food choppers, sad irons, scrubbing brushes, mops, pails and polishes, are in good demand. Silverware and cutlery are showing very gratifying strength, and dealers are evidently preparing for a good demand. Enamelware and tinware are selling well, especially in the north west where stocks in these lines are extremely light.

SPORTING GOODS—The strong call for guns and ammunition continues, and jobbers' stocks show the drain. Cartridge belts and bags, revolvers, primers, and hunting knives are likewise moving well. Reports as to the hunting season are very promising, and sportsmen are preparing for "the time of their lives." The demand for skates and hockey sticks is now very marked, and the heavy stocks carried by the jobbers are already showing signs of the inroads made upon them. Snowshoes, toboggans, and sleighs are moving in fair strength. With the cool evenings the call for gymnastic lines has improved, and fair orders have been received for dumb bells, Indian clubs, and other requisites.

MINERS' SUPPLIES—Fair sorting orders have been received for picks, hammers, and powder. The other lines are on the quiet side. Railroad supplies are also steady, the most prominent movers being hammers, picks, concrete mixers, and steel scrapers. We quote: Miners' picks, 17c. a pound; prospectors' hammers, 20c.; pick handles, $1.85 a dozen; drilling hammers, 6c. a pound; crowbars, 3½c.; drill steel, 8c.

BOLTS AND NUTS—With the heavy construction work going on, bolts and nuts show improvement, and some good orders have been received. Nails are also in better demand, due to the fixing up going on in barns and other buildings. The market is unchanged, and we quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts ⅜ and smaller, 70; machine bolts ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—With bolts, nuts and nails, screws are in good request. The market is firm, and we quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES — Axe, axe handles and cross cuts saws are going out steadily for immediate delivery. The other lines are inclined to be quiet again. Camp supplies are showing better strength. We quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior), 25c. per foot and up, better grades 43c. per foot and up; axe wedges 25c. a dozen and up.

SHOVELS—There is a fair demand at unchanged prices. We quote: First and second grades of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5, 3rd and 4th, 45 and 5.

STOVES AND RANGES—With the colder weather a good stimulation has been given to stoves and ranges, and the season has opened out well. Oil heaters are showing improved strength, and in fact all heating lines are showing improved strength, and in fact all heating lines are active. Pipe and elbows are in better demand.

WIRE—The demand has improved, and good assorted orders have been dispatched during the week. Prices are unchanged, and we quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b., Montreal.

TORONTO.

October 1.—Heavy deliveries of goods booked during the past two months have been made the closing days of this week. Letter orders still arrive asking for supplies in fairly large quantities. The hardware trade is in a splendid position at the present time, all jobbers stating that they are well satisfied with the business now being done. Goods are moving in much heavier volumes than was the case last fall.

Stable goods, farm implements of the small variety, Japanned ware, lanterns, lumbering tools, builders' hardware, and guns are the principal lines moving, though there is a general satisfactory call for all hardware goods.

Prices are firming up on all sides. Black fence wire; in fact, wire of all kinds, has increased 5 cents a hundred. Staples, too, have gone up the same amount; and cotton goods—sash cord, rope, twine, etc.—are quoted 1 cent higher. These are the only actual changes reported this week, but manufactured iron and steel lines still get stiffer.

BUILDERS' HARDWARE—Trading is steady, and jobbers catering especially to builders' hardware state they are still behind in getting out goods. While there cannot be said to be an advance in this line over last week, buyers are more insistent in their requests for early delivery. Sash cord has gone up since last issue 1½c a pound, from 29½c to 31c. This is the only line under this head which has changed its price, and is due to the advance of all cotton goods. Cotton rope and twine have gone up 1c a pound. Lock sets, escutcheons, bolts and butts are among the principal articles called for, and bells and knockers of

old-fashioned patterns have had a number of demands. Roofing paper is still active. Screws are actively steady.

HOUSEHOLD GOODS — Japanned ware in pans, pails, coal hods, fire shovels, etc., are going out splendidly this week, especially to country points. Galvanized pails and tubs as well as wooden lines are fair in demand. Heating goods and sundries are increasing almost daily, and some very fine orders for stove pipes have been placed.

FALL LINES—The smaller varieties of farm implements are in steady demand. Manure forks, axes, lanterns, spades and shovels are the emphasized lines; and lumbering implements, especially cross-cut saws, peevies and canthooks have gone well this week. Tool handles have been more active than any other one line in this group. Cow chains, halters and stable requirements are going out well to country points.

WIRE—Black fence wire and all other kinds of wire, too, have gone up 5 cents a hundred pounds. Wire in coils is now $2.30, which is the base for a number of wire lines. Galvanized wire, $2.75; galvanized barb, $2.55; and plain twist, $2.85. Staples, too, have advanced at the same rate—$1 a ton. Plain are now $2.55 and galvanized, $2.80.

HEAVY GOODS—This line continues to show improvement. Buyers are now anticipating future requirements. Nails are as busy as ever with firm prices ruling, and the other lines show much better business. Stove bolts and nuts have gone up across the border, following the general advance of building bolts and nuts last week. So far, there has been no advance here. Rods have been in big demand both in Canada and the United States and prices have gone up there pretty high.

SPORTING GOODS—Both guns and rifles have had big sales this week, and strange to say black powder is having a bigger demand proportionately than smokeless this fall than for sometime back. The close season on partridges has eased off the call on finer grades of shot, but No. 4 (duck shot) has been selling well. Rifles are beginning to go very freely.

HARDWARE MARKETS

MONTREAL.

Oct. 1.—There is a very bright tone to the metal markets. This is not surprising considering that trade is well maintained not only by the larger interests but by the smaller concerns, and that the primary markets are showing greater strength. With the strong advance in London, tin locally has gone up ½c. and jobbing prices are quoted at 33½. Lead also has given a spurt, and with the English market over the £13 mark again advance 15c. and is now quoted at $3.60. This makes Trail $3.50. The stronger tone in copper has not affected local quotations, although there is less desire to shade for fair size orders. Spelter is unchanged, although both the English and St. Louis markets have advanced, but the market price is very firm.

Continued activity is noticed among the trade with regard to the placing of orders for delivery before the close of navigation. Delivery over next year, however, is another proposition. Holders are very bullish, and it is extremely difficult to get orders accepted even at enhanced prices. This may not be good for users, but it shows that sellers have a very optimistic opinion as to the state of trade in 1910.

There is no doubt that the great development in iron and steel in the States is having a far reaching effect upon the other metals, and causing prospects to look rosy. According to William E. Corey, President of the United States Steel Corporation we are now in the midst of the greatest development in the history of the iron and steel business. Next year will witness record breaking productions, and will be the greatest in railroad buying and building ever known. W. E. Corey may have his reasons for being so bullish, but there is no doubt that indications point to some such conditions. Railroads are behind hand in their development, and there is every reason to assume that sooner or later they must launch out into necessary improvements. The development in iron and steel is not only having a sympathetic influence upon the English iron and steel, but it also tends to strengthen the other metal markets. But for the heavy production in copper, this metal would have advanced in relative proportion.

At present there is a bullish feeling locally, and merchants are very pleased with the situation. They may or may not have a rude awakening.

PIG IRON—Large consignments of pig iron are being distributed, and the delivery will be continued up to the close of navigation. With the increasing firmness in figures, ex-store prices will be considerably advanced over last year's so that users are endeavoring to cover themselves well. Canadian furnaces report plenty of business at very firm prices. Delivery is not easy to obtain in some cases. In the States the movement in iron and steel seems faster than ever. Bookings continue to increase, and furnaces and mills are becoming more and more behind hand in their delivery. Further advances in finished steel lines are shortly expected.

Pig iron still displays an advancing tendency, and furnaces are chary of accepting contracts for next year. The Old Country markets are showing better strength. The increase in shipbuilding, and the better exportation to Germany, combined with the sympathetic influence of the U. S. markets, have improved the tone. Cleveland warrants are now quoted at 52 shillings and four pence, an advance over last figures of ten pence.

TIN—With the advance in the English market tin was marked up locally ½c., making jobbing prices 33½. Orders during the week have been of good bulk, with the metal wanted at once owing to absence of stocks. Inquiries are good, and consumers are evidently keeping in close touch with the markets. The advance in tin in the English market was not unexpected, the time being ripe for the bulls to take a turn.

COPPER—Copper has maintained the improved strength noted last week, and local quotations are unchanged at 14½. Buying is very good, and jobbers are satisfied with the amount of metal going out. Stocks are light and inquiries show that plenty of business is maturing. Business in New York has been steady, and there is an active inquiry for deliveries over the end of the year. Undoubtedly the improvement in iron and steel is helping copper, and but for the unfavorable statistics much more business would break in. There is still, however, the belief that copper is not yet out of the wood.

SPELTER—Spelter is very firm at $5.75, and the buying is heavy, especially from the galvanizing interests. The English market has still an advancing tendency. The brass trade is buying well, while galvanizers are active. With St. Louis strong, spelter generally is very bullish.

LEAD—With an advance over the £13 mark in London, local prices for imported advanced 15c. and we now quote jobbing lots at $3.60, with Trail at $3.50. Lead has shown more activity this week, and some good orders have been received despite the advance. The English market shows a better consuming demand, and prices readily respond.

SCRAP—There is very little change in scrap market, except that lead lines are sagging. There is not much scrap offering and trade is quiet. Heavy copper and wire, lb. 11c.; heavy red brass, 10c.; light brass, 6¼c.; tea lead, 2¼c.; heavy lead, 2½c.; scrap zinc, 3c.; No. 1 wrought iron, $11; machinery cast scrap, $14; malleable, $12; miscellaneous steel $6.

TORONTO.

October 1.—Of late the Dominion Iron and Steel plant has been practically deluged with orders, so much so that they have been compelled to turn over some of their business to another Canadian plant. This but emphasizes the situation in regard to iron and steel in Canada. Metal men, large and small, all over the country are speaking enthusiastically of the business outlook and their own prospects. Actual trade, local metal men state, is better now than for some time—better than the past two months, at least, and much better than a year ago.

The market is firmer, too, with the possible exception of some grades of scrap iron. This condition, however, will improve shortly. Lead and tin have advanced and manufactured iron and steel lines are going up from week to week.

Pig iron has gone up in Europe, no doubt due to the recent importations by the United States. Across the border all iron and steel, crude as well as manufactured, have advanced; even ore is slated for an advance of 50 cents a ton, if that advance has not already taken place. Everybody is buying pig iron in the United States and all the furnaces are running pretty near ca-

pacity and very close to the record of 1907.

PIG IRON—The market is broadening, although just now trading is very great. The demand this week is better than has been noted for several weeks. Steel-making irons are particularly active and there is a better movement in foundry iron. Some booking for 1910 has taken place. Stocks are only moderate and sellers are not running after the business so much, as was the case two months ago. Prices are firmer, but unchanged. No. 1 Canadian foundry is about $20; No. 3 Middlesboro is $20.25, and Cleveland is $20.75.

LEAD—More business is passing in lead this week, and for a change this metal is getting active. Prices have advanced in consequence 10 cents a hundred. Imported pig lead is now $3.65 and domestic $3.55 in 100-lb. lots. A little better figure might be obtained for larger quantities.

TIN—This metal has also increased in price, having advanced since last issue ½c a pound. The local quotation now stands at 32½c. Trading is more active this week.

COPPER—While the red metal is unchanged in price—the quotation being at 14c and 14½c for lake and casting ingots—and there is more business passing, the situation is not regarded as satisfactory. The enormous production and the heavy surplus of stocks do not conduce to give an optimistic feeling. The increase of industrial output during the coming winter may also help relieve the strain.

SPELTER—This metal continues to keep very firm and active. The quotation remains at $5.75.

SHEETS AND PLATES—Good business continues in sheets and jobbers have stocked up in anticipation of further trading this fall. The price schedule is well maintained. Demand for plate is good and the tone of the market is firm.

OLD MATERIALS—There is a slightly easier tendency in scrap iron, though prices are unchanged. The situation is expected to recover itself before long. The prices offered by dealers are as follows: Heavy copper wire, 11½c; copper bottoms, 10½c; heavy red brass, 10½c; heavy yellow brass 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

CATALOGUES WANTED.

Paine & McMillan, North Vancouver, B. C., ask hardware manufacturers and jobbers to supply them with copies of their latest catalogues.

The Steele Hardware Company, Parkhill, Ont., successors to Jackson & Yorke, and composed of Reg. F. Scott, recently of Forest, Ont., and Gerald Steele, London, with the former as manager, also ask for manufacturers and jobbers' catalogues.

HARDWARE TRADE GOSSIP

Ontario.

Cain & Nelson, hardwaremen, at Grand Valley, are succeeded in business by Nelson & Doods.

D. Courville, hardware merchant, Alexandria, is about to take possession of the Crystal Block in that town.

J. A. Fife, hardware merchant, Nepigon, with his family will shortly move to Fort William, where they will make their home.

Robert Horne, hardware merchant, Sudbury, has purchased a site for a larger store opposite his present location, he being cramped for space in the premises he now occupies.

Milton Carr, hardware and general merchant, Cobalt, reports business in the mining country to be far in excess of last year's volume. Prospects for the coming winter he considers very bright.

The Fife Hardware Co., newly established in Fort William, has been obliged, owing to some delay in the construction work of their own building, to open up temporarily in the Enzer block.

Henry A. Eager, Hamilton, father of Harry Eager, representative of Wood, Vallance & Company, at Toronto, died at Hamilton on Sept. 27. Mr. Eager was formerly assistant postmaster of Hamilton.

The hardware, plumbing and tinsmithing business of James Chalmers at St. Mary's, is advertised for sale by tender until October 14. Mr. Chalmers, who established the business about fifty years ago, is retiring because of ill health.

After a continuously successful business career of thirty-five years in their present location at Ottawa, the hardware firm of Graves Bros. is announcing its retirement from business, to take place on May 1 next.

Alex McDougall, who has been representing Rice, Lewis & Son, Toronto, on the north shore, will beginning next week cover the same territory for Wood, Vallance & Co., Hamilton, succeeding W. G. Colville, who has opened up a hardware store at Fort William.

The Midland Electric Co., who were the pioneers of metallic filament lamps in Canada, have amalgamated their business with the newly formed Canadian Tungsten Lamp Co., of Hamilton, and will move to that city. The Canadian Tungsten Lamp Co. have acquired all the Canadian patent rights for constructing Tungsten metallic filament lamps and have built and equipped a large factory in Hamilton, especially for the construction of these lamps. Frank Goodwyn, who was the proprietor of the old Midland Electric Co., and who has been the vice-president and manager since its incorporation into a limited liability company, is moving to Hamilton to take charge of this branch of the business.

Quebec.

M. Burelle, tinsmith, Beloeil, has assigned.

A. Desjardins, St. Joseph du Lac, has been in Montreal for a trip.

W. H. Thorne, of St. John, N. B., has been on a visit to Montreal.

J. B. Damour, Ste. Philomene, Que., has been visiting Montreal hardware circles.

R. J. Lockhart, of Gurney, Massey Co., Montreal, has been visiting Toronto.

J. E. Vallee, of the Traders Co., Buckingham, has been on a visit to Montreal.

J. R. S. McLernon, manager of John Round & Sons, Montreal, has been on a trip to Toronto.

W. Small, of Small Bros., Dunham, Que., has been visiting the Montreal hardware trade.

F. W. Bailey, manager of the Magnolia Metal Co., of Canada, Montreal, has been on a visit to Toronto.

John Hendry, president of the Canadian Manufacturers' Association, visited Montreal on his way to St. John and Halifax.

Dr. Perrigo, of Montreal, was summoned to attend N. A. Rhodes, vice-president of the Rhodes Curry Company, Amherst.

A. Lemieux, of Henryville, Que., J. A. Paquin, of St. Eustache, and T. Gagnon, of St. Stanislaus, Que., have been visiting Montreal.

William Paterson, of Paterson & Jenkes, manager of the Eureka Shovel Works, Montreal, was married to Miss Symington at the Crescent Street Presbyterian Church, Montreal, on Wednesday. The honeymoon is being spent in New York.

A. M. Thompson, of B. & S. H. Thompson, Birmingham, grand nephew of the late S. H. Thompson, founder of the firm, has been on a visit to the Canadian head offices in Montreal. Mr. Thompson is now on a trip to the Pacific coast.

Otto T. Barnard, who has been selected as the Republican candidate for the mayoralty of New York, is chairman of the Board of Directors of the Herring-Hall-Marvin Safe Company, which company is about to erect a plant in Canada in conjunction with the Canadian Fairbanks Co., Montreal, its Canadian representatives.

Western Canada.

J. R. Hannah, tinsmith, Borden, Sask., has moved to Vonda.

Dale & Lowery, hardware merchants, Kitscoty, Alta., have dissolved partnership.

J. Mielhausen, hardwareman, Govan, Sask., has sold the harness department of his business.

W. H. Gordon & Co., hardwaremen at Daysland, Alta., are advertising their business for sale.

C. F. Smith, hardware merchant, Milestone, Sask., is succeeded in business by R. H. Thorburn.

T. A. S. Campbell, hardware merchant at Saskatoon and Zelma, Sask., has sold his Zelma branch to V. P. Byam.

Excavation work has begun on the foundations for a brick business block at Saskatoon, for F. M. McEown & Co., hardware merchants. The building will be a two-storey brick structure to cost about $5,000.

Trade Gossip from Canada's Eastern Provinces

Industrial Awakening in New Brunswick — Important Copper Property Sold—General Trade News.

HALIFAX.

Sept. 27.—The wholesale hardware jobbers report the fall business pretty fair, and they expect that it will become brisker from now on. The volume of trade is not as good as anticipated earlier in the season, but an improvement is looked for. Prices on the whole are pretty steady at present, but advances are looked for in the near future in some lines. The lead markets are firm and an advance in prices would not cause any surprise. Sheet zinc is now quoted at ten shillings per ton higher than it was two weeks ago. Ingot tin is another article on which the price is very firm. Linseed oil also holds very firm, but the price will probably be modified in the near future. Several of the Halifax hardware firms are making displays at the provincial Exhibition, now being held in this city.

In the Fisheries building William Robertson & Son have a very fine display of hardware, nets, lines, twines and general marine supplies. The exhibit is very neatly arranged, and it attracts the attention of all visitors to the building.

F. J. Cragg, the retail hardware dealer, has a good display of vacuum cleaners of small sizes. These are comparatively new articles on this market, and the firm is taking advantage of this opportunity to introduce them.

The Lawrence Hardware Co., the new firm that is about to start business, have taken the building on Granville Street, formerly occupied by C. R. Hoben, stove dealer. The premises are now being put in shape, and the firm have already ordered most of the stock, they will be ready for business in a very short time. The stand which they have secured is in the centre of the business district, and as all the members of the firm are young men, they will no doubt receive a good share of the public patronage.

ST. JOHN.

Sept. 29.—There seems to be an industrial awakening in New Brunswick. Hardly a day passes without the announcement of some new industry, or the transfer of some enterprise from a small company to a larger concern, that can work it to advantage. During the past few months considerable interest has developed in the mineral resources of the province, and some cheerful predictions are made relative to coal, antimony, iron, and oil shales. During the past week the Westmorland copper mine, at Dorchester, one of the richest in the province, was sold by the Maritime Exploration Co., to the firm of L. Vogelstein & Co., of New York, one of the largest copper concerns in the world. The new owners announce their intention of beginning work at once on a large scale, for the development of the mine, and expect in the near future, should results prove satisfactory, to erect a concentration mill with a capacity of 1,000 tons of ore daily. This industry would afford work for about 500 men.

At Hartland a company has been organized and will apply for incorporation as the Hartland Concrete Block Co., for the purpose of manufacturing concrete goods of every description, especially concrete blocks for building purposes. Property at Hartland for carrying on the work was secured last week. The officers of the company are Dr. W. DeC. McIntosh, president; A. G. Baker, vice-president; Arthur Dickinson, managing director, and J. B. Daggett, secretary-treasurer.

Tobias Glickman, Moses J. Glickman, Philip Glickman, Philip B. Glickman and Charles Pierce, of Montreal, and Joseph Feinbrook, of Chatham, have applied for incorporation as The New Brunswick Turpentine & Tar Co., with office at Doaktown, to manufacture tar, turpentine, etc., as outlined in previous correspondence. The capital stock of the company is $1,000,000.

F. W. Holt, C.E., is now engaged in making a survey of the site for a new drill hall near the Barrack square, and it is apparently the intention of the Government to push the project forward as soon as possible.

The British West Indies commission, which is inquiring into trade relations between Canada and the British West Indies, is to meet here this week.

Donald M. Campbell, head salesman at Tweedale & Co.'s hardware store in Fredericton, is to be married in October to Miss Zuma Burtt, of St. Mary's.

W. E. H.

Interesting Trade Items Gathered in Ontario

Steel Range Plant at Brantford Begins Operations—Hardware Dealers Make Exhibits at Fall Fairs—New Factory at Windsor to Make Can Openers—Another Natural Gas Discovery Near Chatham.

KINGSTON.

September 28.—S. J. Horsey, one of Kingston's best-known hardwaremen, has just completed twenty-three years in the business, and his many friends are extending congratulations. Mr. Horsey was born in Kingston, and has lived here all his life. He entered the hardware business as a partner, with his father, twenty-three years ago, and by his strict attending to business, has worked up a fine trade.

Miss Lorraine Dalton, daughter of W. B. Dalton, hardware merchant, was married to Andrew Shearer Forman, Montreal, electrical engineer, at St. George's Cathedral. E. G. B.

PETERBORO.

September 29.—R. G. Braund added another department to his large general store in the south end, when, last week, he divided off a large room at the rear used as a feed shop, and store-room, and intends to use it as a show-room for stoves, enamelware, etc. Mr. Braund has in the past done considerable business in these lines. He utilizes three floors, cellar, ground floor and an upstairs, practically the entire size of the main shop. H. T.

CHATHAM.

September 28.—Stoves are commencing to move out quite briskly, thanks to the recent cold spell, which serves as a reminder that the weather will be still colder. Window displays of ranges and heaters are much in evidence. The stove business is better now than it has been for some time. Sugar beet tools are in great demand at present, owing to the fact that the farmers are commencing the beet harvest. This has proven a very profitable crop to the farmers, and consequently, hardwaremen find it worth while to devote good attention to this line of trade. Despite drawbacks here and there, the harvests have turned out well, and the outlook is for excellent prices. Recent rains helped fall plowing and most of the fall seeding is done. All this helps to inspire confidence in the farming community, with the result that money is spent more freely, and cash in many instances displaces credit.

Geo. Stephens & Douglas, hardwaremen, have found their display at the fall fair a very good advertisement. Washing machines, which formed one item, have been moving briskly since the fair, while already this week they have sold two pianos as a direct result of the exhibit in that line.

Watt & Sons, plumbers, report an unique experience in instaling waterworks systems at the lake, where they have been putting in quite a few pneumatic systems. Following a failure of the water supply, the strong pumping has brought, in several cases, a flow of natural gas, which started with a pressure of 80 or 90 pounds, and has been steadily increasing. Unlike the natural

gas in use here, it is entirely without odor.

Geo. Trott, of Bothwell, has disposed of his hardware business to Dent Bros.

Jules Perrott, formerly salesman for Geo. Stephens & Douglas, hardwaremen, is now in the piano business, having been appointed manager of Grinnell Bros.' new branch store at Windsor.

Reissner Bros., steel range manufacturers, of Leamington, had an exhibit of Modern ranges at the Western Fair, at London. Greenhill & Moffatt, hardwaremen, of Leamington, are making a big display of this range.

The residence of W. H. Goodhue, hardwareman, Ridgetown, was entered by burglars last week and a sum of money secured.

Hubert Milord, Wallaceburg, has invented an electric jewel, designed to prevent the burning of wires of arc lamps in connection with moving picture shows. These jewels have been cast at the Wallaceburg Brass Works, and filed by Mr. Milord himself, but a machine will shortly be installed for their manufacture on a larger scale.

W. E. P.

PARIS.

Sept. 28.—The exhibits of Paris hardware dealers were the features of the annual exhibition of the Paris Agricultural Society, held on Thursday and Friday. D. Sinclair showed a fine range of coal stoves and gas stoves and ranges. Cunningham & Co. had a display of water systems, of which three were sold. Harvey Wilson had a fine showing of stoves and miscellaneous hardware. The windows of the Paris hardware merchants were also specially decorated for the occasion, a hunting window of Harvey Wilson being probably the best. It showed a fine array of guns and shot, with stuffed birds, life-like in the distance.

In speaking to D. Sinclair, the latter remarked to your correspondent the splendid season they had this year, especially in their tinshop department. Among the contracts secured by them were metal work and steam heating in the Watson Mill, Brantford, galvanized iron work for the Sanderson-Harold Co., and 13 metal ceilings for the magnificient new public school.

A.W.

BRANTFORD.

Sept. 28.—Telephone City stores are advertising their stock of cutlery and plated ware at a straight discount of 20 per cent. Good sales have resulted from their use of newspaper space.

W. H. Turnbull & Son, Colborne St., are disposing of their stock of second-hand stoves, taken as part payment for new stoves at greatly reduced prices. The store is open each evening until nine.

Factories in the east ward, including Ham & Nott's refrigerator and screen door factory, and the Buck Stove Works are asking for better fire protection. The local waterworks commission are urging them to instal their own fire protection plant, similar to Massey-Harris and the Cockshutt Plow Co.

A copy of the Hamilton by-law relating to the storage and sale of oil, has been received at the city hall. It is proposed to frame up a by-law here to govern local requirements.

Norman Wall, who is leaving the Brantford Screw Company to accept a responsible position in Toronto, was presented with a suitcase by his associates, J. B. Detwiler making the presentation.

M. H. Robertson will erect a four storey building on Dalhousie Street.

B. S. Jones has been awarded the contract for the cement arch bridge at German Mills, near St. George.

The Brantford Steel Range Company has completed organization, with the following officers:—President, John Muir; vice-president, G. H. Wilkes; secretary-treasurer, J. S. Dowling; directors, J. H. Ham, F. W. Ryerson, W. R. K. Stamford. The company has commenced operations in their premises on Dalhousie Street, but a new factory is contemplated.

Building permits for the past week include A. Patterson, brick extension to store on William Street, $600; Charles Ward, $1,000 brick dwelling, Brunswick Street; William Cudmure, brick dwelling, Eagle Avenue, $1,500.

Another side of departmental store competition is cited by the Waterford Star. A farmer sent for some goods to a Toronto store, and a Waterford merchant saw him receive them and said, "I would have sold you every article you have there for less money than you paid, and saved you the freight besides." The farmer replied, "possibly you could, but I have taken the local paper for years, and have never seen you advertise these goods."

An important real estate deal was transacted at Paris last week when Randall and Shawcross sold a number of lots on Grand River Street, the main street, for $50 per frontage foot. New stores will be erected on them immediately.

H. L. Pratt intends building a new brick block on Cross Street, Niagara Falls.

Chippewa ratepayers passed a by-law granting exemption from taxes for 10 years, and a fixed assessment of $25,000 for a further 10 years, to the Electrical Furnace Products Company, of Pittsburg. The company has purchased 19 acres, and will erect a $50,000 steel plant to manufacture structural steel. They will be in operation before next spring, and will employ 60 men to commence.

The new tube works of the Page-Hersey Iron and Tube Company, at Welland, are now in the process of erection. An inch mill in addition to the buildings now in course of construction, will also be erected. About 500 hands will be employed.

A. W.

WINDSOR.

September 27.—The Windsor Superior Manufacturing Co. is the name of a new concern formed here for the purpose of manufacturing a patent can opener, which has been on the American market for some six or seven months. S. G. Allen, of Detroit, is patentee, and the new company possesses the sole Canadian rights. The American branch is in Detroit. The Canadian company is capitalized at $40,000, Walter Boug being president. The Windsor factory has been in operation for about a week, and it is expected that the finished article will be ready for the Canadian market in about a month. The plant is at present located in the Thompson building, Pitt Street West, but a permanent factory will probably be erected shortly. The can opener is an arrangement with two blades, so that one can rip open either the side or top of a can.

V. L.

News From the Prairie and British Columbia

Building Active at Vancouver and General Trade Reported Good—Hardware Firm at Victoria Wins Window Dressing Competition—Saskatoon Correspondent Reports Trade Very Satisfactory and Tells of the Rise of Another Town on the Prairies to the West of That City.

VANCOUVER.

September 25.—Although the season is getting on, activity continues in the hardware trade. The briskness is noticeable in all lines. The summer was wetter than usual, but building conditions were not affected in any way, and now that fine weather is coming at this late time of the year, advantage is being taken of it, and all progress possible made. It is usual, too, with the advance of the year, to see a falling off in the trade in the north, consequent upon a partial cessation of operations during the winter, and it is a good evidence of the substantial nature of trade here that no complaints have yet been heard. It shows that the city is growing when such fluctuations are not so apparent.

The value of building permits for the past week totaled $212,850. The principal item was a $90,000 six-storey brick block on Granville Street, to be built by the Granville Loan & Building Company, The Robertson-Godson Company, wholesale hardware and plumbers' supplies, will erect a brick warehouse to cost $35,000. T. J. Lightheart will build a $15,000 apartment house on Nelson Street, and T. A. Tiedman took out a permit for a warehouse on Pender Street, to cost $15,000. The total value of permits issued during the first half of this month was $467,100, considerably more than was taken out for the whole of the month last year.

Howes & Smith, who have conducted a hardware store on Ninth Avenue, Fairview, have dissolved partnership. Mr. Smith will take in as partner J. Mac-

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

MANUFACTURERS' agent in England wants to secure agency for some good Canadian manufacturers. Can give best references. Box 895, HARDWARE AND METAL, Toronto. (43)

ARTICLES FOR SALE

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE.—Good hardware business in Southern Alberta. Stock about $3000; will either rent or sell store; anyone wanting a good start in a new town can have this stock at cost price. Apply Box 892 HARDWARE AND METAL. (41)

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

HARDWARE, STOVE and tinsmithing business. Good live town. Stock $2,500. Reasons for selling loss of health. Box 896, HARDWARE AND METAL, Toronto. (40)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, plumbing and tinsmithing. Stock $10,000. Geo. L. Lander & Co., Oshawa, Ontario. (40)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

MISCELLANEOUS

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

PEERLESS CARBON PAPERS and TYPEWRITER RIBBONS are unequalled in writing, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

COMPETENT hardware salesman to take charge of hardware department. Must be a good buyer, salesman and stock-keeper. None but a live man need apply. The Walker Emporium, Steveston, B C. (40)

HARDWARE CLERK wanted at once. Give references and experience. State salary expected. Apply A. W. Newlands, Ottawa. (40)

TINSMITH AND PLUMBER to take charge of shop. None but sober, competent man need apply. Climate ideal; living expenses moderate. The Walker Emporium, Steveston, B.C. (40)

WANTED At once, first-class tinsmith and furnace man. Steady work. State wages. Box 897, HARDWARE AND METAL, Toronto. (40)

SITUATIONS WANTED

ENERGETIC young salesman of unquestioned ability and integrity, with successful retail and road record, wishes to represent manufacturer of merit in B.C. or the West. Address Box 893, HARDWARE AND METAL, Toronto. (41)

FIRST-CLASS BUILDER and general hardware man open for engagement. Good experience and references. Box 894, HARDWARE AND METAL, Toronto. (40)

HARDWARE MAN, single, 27 years of age, with seven years experience in wholesale and retail trade in Western Canada, open for engagement. Good references. Box No. 3, HARDWARE AND METAL, Winnipeg, Man. (42)

TECHNICAL BOOKS

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.,

kenzie, formerly with the Canadian Rubber Company. The new firm will be known as Smith & Mackenzie.

Gibson Arnoldi, a New York lawyer, who is spending some time on the coast, has written Vancouver and other cities asking what inducements will be given the Irondale Steel Company to locate. This company operates at Irondale, Washington, and owns coal areas in British Columbia on Graham Island, and iron ore deposits on the west coast of Vancouver Island. James A. Moore, of Seattle, is president of the company, while Mr. Arnoldi is fiscal agent.

J. A. Flett, Ltd., is having a range demonstration at its Mount Pleasant store all this week.

VICTORIA.

Sept. 24.—The B. C. Agricultural Association's annual exhibition is being held this week. A very good showing is being made of farm produce, live stock and many manufacturing and industrial exhibits. One of the most prominent exhibits is that of the B. C. Hardware Co., their exhibit of Lorain ranges in the Main Building is very good. In the Machinery Hall the B. C. Hardware Co. also make a very large showing of field and farm implements, buggies and express wagons. Good display of stoves and ranges was also made by A. & W. Wilson, and Watson & McGregor.

Andrew Sheret had a neat display of plumbing, a model bathroom being fitted up with baths, wash basins, etc.

F. G. Brenton, formerly with Lamplough & Co., Montreal, is now representing Schuchardt & Schutte, manufacturers of machinery and small tools of all kinds.

The prize offered by the B. C. Agricultural Association, for the best dressed window, advertising the Horse Show, was awarded to the Shore Hardware Co. Their display showed a lot of careful and painstaking work. The colors, red, green and gold, were worked into the background, giving a rising sun effect, and a varied assortment of requisites for driving and the stable, very tastefully arranged, completed the display.

E. Turbayne, representing Lewis Bros., Montreal, is in town this week, renewing old acquaintances. It is almost six years since Mr. Turbayne was on the coast, as representative of Rice Lewis & Son, Toronto. Mr. Turbayne is much impressed with the improvement in the coast towns during the last few years, Victoria and Vancouver having almost doubled in size.

Harry Telford, an employe of E. G. Prior & Co., was very badly hurt last week, he was on the elevator when a box weighing 135 pounds fell down from the floor above, striking him on the head. He was picked up in an unconscious condition, and taken to the hospital, where it was found that his skull was fractured. Since then he has been progressing favorably, and is now well on the way to recovery.

A permit has been issued for the erection of an addition to St. Ann's convent, which wil cost $60,000. The contract for the plumbing and heating has been secured by the Colbert Plumbing Co. The addition will be four storeys in height.

Peleg Howland, head of the firm of H. S. Howland, Sons & Co, of Toronto, was in the city last week, on a pleasure trip. Mr. Howland was much pleased with the business outlook on the coast.

W. B. C.

KAMLOOPS.

September 25.—A visitor to this city this week was C. H. Choate, head of the Eureka Planter Company, of Woodstock, Ont., who is in the west to learn the requirements of the people and to locate a site in the event of a branch factory being established in this province. He was much impressed with this location, and when he returns, in about a week, a committee of the Board of Trade will have a definite proposition to submit to him. If the industry comes here, from 25 to 50 hands will be employed all the year round in the manufacture of all kinds of garden and planting tools.

REVELSTOKE.

September 25.—The Rickman Cement & Construction Co., of Vancouver, has installed a cement pipe-making plant in connection with the instalation of the sewerage system now being put in by this city. This is the first interior city of British Columbia to adopt the use of cement for this kind of work.

R. B. B.

SASKATOON.

September 24.—Building operations in the city continue active, giving employment to all classes of labor—bricklayers, carpenters, plumbers, etc., all alike are busy. Cornice and metal workers and tinsmiths, too, report a busy season. Some of the main buildings now under construction in the city are the new C. N.R. station, Union Bank building, Bank of Montreal, Bowerman block, Baldwin block, Kempthorne block, Cahill block, Gordon Ironsides' cold storage. collegiate institute and public school.

The McClary Mfg. Co. have just completed a frame warehouse for distributing purposes, while the big four-storey implement warehouse for the International Harvester Co. of America, is completed, with the exception of the interior work. Besides these, a host of residences and houses of all sizes are being put up in all the residential portions of the city. Altogether, the building programme for the city this year is a long one, indicating the return of prosperity to the west. It is reported that the Saskatoon Milling Co., of which Hon. A. P. McNab, M.L.A., is a director, will begin on a 500-barrel flour mill this fall, to be ready for next season's business.

On September 21 the citizens of Saskatoon voted $17,450 for the extension of the waterworks system in certain portions of the city. These extensions are to be made in addition to the programme of extensions mapped out earlier in the year, and now partially completed. Many applications for sewer and water connections to private houses and other buildings are now on file at the city offices. So numerous are they that it will be impossible to fill all the requests this year. $30,000 has also been voted for the purchase of a market site and the erection of buildings thereon.

A Masonic Temple is also spoken of, besides a Y.M.C.A. building, and the university buildings, which are to be erected to the east of the city, on the site recently purchased by the Board of University Governors. When the business blocks at present under construction are completed the business portion of the city will be the larger by about a dozen good-sized stores. A portion of the Kempthorne block, on Second Ave., now being built, will be occupied by S. T. Kempthorne, hardware merchant. Mr. Kempthorne is at present occupying temporary premises on First Ave. Temporary city offices are also under construction, while the John Deere Plow Co. intend building a warehouse.

D. G. R.

WINNIPEG.

Sept. 28.—Harold Duncan, manager of retail paint department of the J. H. Ashdown Hardware Co., was married last week in this city, and is spending a few days in Kenora prior to taking up his residence here. His fellow employes presented him with a large electric lamp.

Walter Nan Carron, manager of the J. H. Ashdown hardware house in Calgary, spent a few days at the parent house in this city last week. He reports conditions quite favorable in the western province.

Comba & Son, metal workers and heaters, of this city have never been rushed with orders for hot-air furnace work to such an extent as they have this fall. Mr. Comba has been in business seven years, and can scarcely keep up to the orders that are daily coming in. He states that the extensive building during the year, and the easy money situation accounts for the development in his trade.

Clements & MacDonald, who opened a retail hardware and grocery store at Winnipeg last spring will be compelled to enlarge their premises in the near future to accommodate their fast growing trade. Next spring they plan to build an additional store for their hardware stock.

Three men prominent in the steel industry of the United States, visited the city this week, and looked over the field with a view to establishing an office here for some steel corporation in New York. D. A. Merriman, one of the party stated that they would open an office at once and be on the field as early as possible.

L. C. H.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS

WINNIPEG, - - - - - MANITOBA



Stephens Barn Paints

Another profit-making line for you, Mr. Hardware Man—there is no question as to the quality of Stephens Barn and Elevator Paint. It's the Best in the West—a moment, one fact to prove it. For years the great railroads and elevators of the West have used it exclusively—would these experienced buyers use it were it not the best? We assume the responsibility for all materials. Careful consideration of our facilities will convince you of the broad character of the service we are in a position to render.

An opportunity to talk with you at your convenience will be appreciated. Write us, and we will take pleasure in presenting you our proposition.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Oct. 1.—The local market is apparently feeling the effect of the various strikes. According to latest reports, the bricklayers are about to come out in sympathy with the carpenters and metal workers. In this case all building operations will be at a standstill, and the effect will be felt upon the retail as well as the wholesale houses of the city. The good effect of the trade in builders' supplies and hardware has been to turn the attention of the various merchants to other lines, which have been somewhat neglected during the great building rush of the summer. The turn came, however, at a time when fall goods were in demand, and the local trade has revived greatly in these. Everywhere the output of enamelware, preserving kettles, small heaters, shovels, picks, snow-shovels, are moving well, and the merchants' display in these lines are encouraging. We quote an advance of 2 cents on Victoria building paper. It is expected that shovels will advance in the near future.

Wholesalers report collections fair.

Travelers report the merchants throughout the country carrying small stocks of stoves and heaters, and this accounts for the large orders that have been coming in recently for stoves of all kinds. The trade is destined to be heavy in all stoves this year. Until the present merchants have been buying on the basis of last year's business, but as money accumulates from the large crop that is fast being shipped out, and immediately upon the return of cold weather, a marked revival in the stove business is anticipated.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4.35; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20 x 28, full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.10; 8-inch, $3.35; full polish, 6 and 7-inch, $3.85; 8-inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pemoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24; Silverlight, 21; engine gasolene, 24c; Acme Lamp, 32; White Lily, 23; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 85c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

"SANDERSON'S" TOOL STEEL

"Always Reliable"

MACHINERY STEEL

Smooth and Iron Finish

A. C. LESLIE & CO., LIMITED

MONTREAL

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

TECHNICAL BOOKS

10 Front St. East Toronto

What the Sherwin-Williams Agency means to you.

When a merchant secures The Sherwin-Williams Agency he gets more than a mere bill of goods. The S-W. Agency is a *proposition.*

It includes strong and effective advertising and selling helps, as well as high quality goods. *It is a powerful force to have behind your business.*

The work we have planned for the coming year to help move the goods from our Agent's shelves promises to be the most successful we have ever done. It includes personal letters to property owners, advertising in the national magazines, bulletin boards along the principal railways and waterways, electros for newspaper advertising, fence signs, billboard posters and other effective outdoor advertising; a large and attractive line of color cards, folders, booklets, enclosing slips, show cards, hangers and other inside advertising, special window trims, etc.

Before making definite plans for next year you should have full particulars regarding the S-W. Agency. Write our nearest house.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

666

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



CALCIMO SANITARY WALL COATING

covers well with one coat. Will not show laps. When applied to a solid surface will not peel, crack or rub off. Soluble in COLD WATER.

A PRACTICAL PAINTER'S FRIEND

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Edmonton Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Western Soap Co., Vancouver, will erect a new and modern factory .

The Northern Pyrites Co. will likely build a large ore dock at Fort William.

The plans for the new Hedley Shaw Co.'s mill and elevator at Port Colborne are ready.

The Hamilton Sewer Pipe Co. are looking over Medicine Hat, preparatory to locating a factory in the west.

A municipal bonus of $400,000 to the Dominion Iron and Steel Co., to encourage the establishment of a shipbuilding industry in Sydney, is a suggestion put forward last week.

The Irondale Steel Co., of Irondale, Wash., intend to locate a plant, similar to the one at Irondale, somewhere in the Province of British Columbia, on a site to be selected.

A big Canadian shipbuilding company composed of Montreal capitalists is proposed for the construction of the Canadian navy. Some English concerns may also locate in Canada to do the work.

Kamloops will likely secure a new industry as a result of the visit of C. H. Choate, head of the Eureka Planter Co. at Woodstock, Ont., which company proposes locating a branch factory in British Columbia.

Ground has been broken at Orillia for the new Tudhope carriage Co. factory and the work will be rushed forward with the utmost speed. The building will be ready for some of the employes by December 15, and the factory should be going full blast by the end of the year.

Without a dissenting vote, the ratepayers of Chippewa last week passed a by-law granting exemption for ten years and a fixed assessment of $25,000 for a further ten years to the Electrical Furnace Products Co., of Pittsburg. The company has purchased nineteen acres of land and will erect a $50,000 steel plant to manufacture structural steel. Railway switches and the erection of buildings will be commenced at once, and the plant will be in operation before spring. The company will employ about sixty men to commence with.

New Companies.

Carriage Factories, Ltd., Montreal, capital, $4,000,000; to make vehicles of all kinds. Incorporators, G. P. Grant, A. J. Brown and F. G. Bush, Montreal.

Buckingham Graphite Co., Toronto; capital, $150,000; to develop and treat ores, minerals and metals. Incorporators, W. W. Dunlop, R. H. Cuthbert and S. Linn, Toronto.

The Peerless Heater Co., Toronto; capital, $40,000; to manufacture and sell boilers and hot water heaters. Incorporators, A. Dods, G. Grant and R. P. Stockton, Toronto.

Jacobs Asbestos Mining Co., Montreal; capital, $3,000,000; to mine and work asbestos and other minerals. Incorporators, F. Lewis, A. McReaper and A. Charters, Montreal.

Tobin Arms Mfg. Co., Woodstock; capital, $100,000; to manufacture firearms and metal specialties. Incorporators, K. Harvey, H. A. Little and A. J. McIntosh, Woodstock.

Montreal Safety Gas Machine Co.; capital, $100,000; to manufacture gas-producers, machinery, ranges, heaters, burners, etc. Incorporators, A. J. Brown, R. O. McMurtry and G. R. Drennan, Montreal.

Windsor Superior Mfg. Co., Windsor; capital, $40,000; to manufacture and deal in wares of every description composed of wood and metal. Incorporators, W. Bong, Jno. Atcheson Smith, Windsor; and S. T. Allen, Detroit.

Railway Development.

Twenty miles of the Great Waterways Railway will be built this year between Edmonton and Fort McMurray.

B. Corey has applied for a franchise to operate an electric railway on the streets of Welland. It is expected to run from Port Colborne to Niagara Falls.

The N., St. C. & T. Railway will at once start extending the line from Welland to Port Colborne, and it is expected to be in running operation this fall. The survey has been completed and a lot of the material ordered.

Municipal Undertakings.

A storm sewer system is proposed for London.

The Township of York intends to construct a sewerage system at a cost of $7,500.

If Barton Township is annexed to Hamilton, that city will spend $125,000 this winter on sewers in the east end.

Public Buildings.

A $25,000 school is proposed to be built at Guelph.

A new Methodist church is proposed to be built at Kamploops, B. C.

The erection of a large railway station at St. John is being considered.

Tenders are called for the erection of a public library building for Orillia.

Plans have been prepared for the new branch post office to be erected at Montreal.

Tenders are being called for the erection of a building for the trustees of the Nelson Y. M. C. A.

The Board of Education has been granted $10,000 for alterations to the Central school at Collingwood.

Ground has been broken at Toronto for the new museum in connection with the University of Toronto.

Three new Salvation Army halls are to be built at Vancouver just as soon as the necessary money can be found.

A $16,000 separate school will be built in the north-western part of Toronto; and a $14,000 school in East Toronto.

The contract for the construction of the Masonic Temple at Prince Albert has been let to A. Anderson, at $60,000.

The plans prepared by H. S. Griffith, Vancouver, have been accepted for the new Y. M. C. A. building in Victoria.

Salvation Army citadels are proposed for the north and west ends of Winnipeg, which will cost in the neighborhood of $15,000.

Work has commenced on the fisheries building being erected at the Queen's Park, New Westminster, for use at the exhibition.

Work has been begun in the erection of the new $16,000 Church Club, in connection with the Dunn Avenue Presbyterian Church, Toronto.

The new Salvation Army citadel at Calgary, which is to be one of the best structures of its kind in western Canada, will cost about $12,000.

David Ewart, chief architect for the Dominion Government, is engaged in the preparation of plans for the proposed new departmental block at Ottawa.

J. Rawson Gardiner has awarded the contract for the new Sunday school and chancel for St. Simon's church at Montreal, to Mills & Cole. Cost estimated at about $5,000.

The Ontario Government has decided upon a thorough and comprehensive reconstruction of the Provincial Parliament buildings, the work to be proceeded with immediately.

Plans for the new Fort William union depot have reached that city and contractors there are now figuring on them preparing to put in tenders for the work of erecting the structure.

The new hospital, to be erected in Grand Forks by Dr. C. M. Kingston, is to be of cement blocks, the contract for the manufacture of which was let this week to Lutley & Gallipeau.

Contracts have been awarded to McGrath & Crowley for the erection of a fine new wing to the Hotel Dieu hospital, Kingston, and work will begin at once on its construction. The new building will cost $40,000.

A building permit was granted to the Jesuit Fathers for the erection of a new church at Montreal. The new structure is to cost in the vicinity of $40,000, and building operations will be commenced as soon as material can be obtained.

Tenders for the building at Toronto, of the new Parkdale Public School, were opened and the following awards made: Masonry, H. Needham, $24,800; carpentry, Crocker & Le Drew, $13,500; plastering, T. Blackburn & Sons, $3,700; painting, J. Phinnemore, $1,525; plumbing, Fred Armstrong Co., $1,880; roof and tinsmithing, A. B. Ormsby & Co., $1,807; heating and ventilation, J. R. Seager, $3,625; heat regulating, Johnston Temperature Regulating Co., $695.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Don't Let YOUR Profits Get Away

The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquiries we send you, get *your* share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS

330 RIVER ST., FITCHBURG, MASS.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

COVERT MFG. CO.

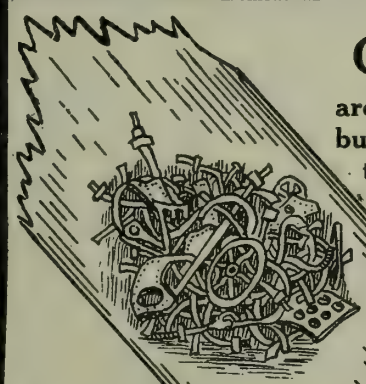
TROY, N.Y.

Chains
Halters
Horse Ties
Snaps of all kinds
Jacks

SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods



Good Bars and Bolts

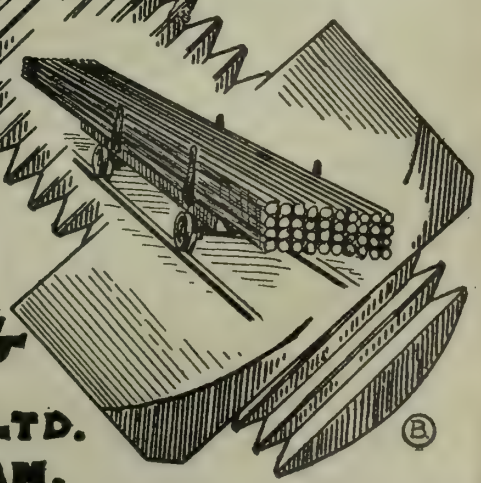
are indispensable to every hardware business, and it always pays to handle the best. Buy LONDON iron, which is uniform, true and consistent throughout. It is rightly heated and correctly tempered, and has no flaws whatever.

Get our prices.

Sales Agents:

Baines & Peckover, Toronto, Ont.;

Bissett & Loucks, Winnipeg, Manitoba.



LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Shortage in Stocks of Guns and Rifles

Shooting Season on and Difficulty Experienced in Getting Supplies—Result Will be Early Orders for Other Winter Sporting Goods—Suggestions for Sporting Window Displays.

The shortage in guns this season in many quarters is to be regretted, as dealers are meeting with an excellent call, and every indication of it being continued for some time. Last year the conditions in many cases were just the reverse. The demand, although fair, was nothing like so strong as it is now, and stocks were heavier than merchants cared to see. But the reaction has come as we expected, and many dealers have not only cleared off the old stock, but are well on with this fall's order, and like Oliver Twist are vainly asking for more. Here there is another instance of the value of having confidence in the future, and of not looking at one season's trade through the spectacles of a previous one. Many merchants, because their guns did not sell so well as was expected last fall were afraid to book heavily this year, and only placed a small kind of sorting up order to round off their lines. Now that the demand has proven much better than they anticipated and seems likely to become even more active, many jobbers are not in a position to supply them with the goods they want. The merchant, however, who had faith in the consuming demand of the country, and belief in its recuperative powers, ordered more heavily; and acting on the belief that other men would be doing the same, placed his order early with his jobber. This man is the merchant who will reap the harvest now.

Shortage Followed by Larger Demand.

There is one point in regard to fluctuations in the consumption demand of which many dealers seem to lose sight. And that is, that poor demand must, according to the law of average, be followed by a good one. Of course, this is not a hard and fast rule year in and year out. There may be more than one season or year, as the case may be, of poor demand, but sooner or later the reaction must come. The fat year must follow the lean one. And this is only natural. Consumers may have to deny themselves for some time but when the reason for this retrenchment has passed, not only do they make up for the economy, but the reaction carries them beyond what in a normal time they would have consumed, so that in the end the dealer finds himself better off after a lean and a fat year than if both years had been normal.

If the dealer, who is now vainly imploring his jobber for guns, had said to himself earlier in the year—"well, last fall my sale of guns went away behind what it should be, but those who would not buy then will assuredly be wanting them this year, while the natural growth of the country must create entirely new customers, therefore I will not be guided by last season but will order even more heavily," then this merchant would be in the happy position of having plenty of stocks, and of selling probably to consumers unable to get suited at competing stores.

It certainly pays to be optimistic in buying. Not the optimism that induces a merchant to launch out when indications point the other way. But the optimism that gives the merchant some belief in the recuperative powers of his country and the effect it must have on the consumption after a period of economising.

Bearing in mind the state of affairs in guns, merchants should order their hockey sticks, skates, toboggans, and snowshoes early and in good volume. Of course, it is easier to rectify a shortage in these lines than in guns, but still all the same the delay of a few days in the despatching of the goods is fatal to a sale. A consumer who wants a particular kind of skate or stick will not wait until the merchant gets delivery. He wants the article probably that evening, and the intimation that the goods are on order, or that the merchant is tied up through a shortage for the time being is not good enough. The articles, unless the merchant is in the happy position of holding a monopoly and the customers does not avail himself of the mail, are bought elsewhere. If stocks in these lines and other sporting ones are not made up, order at once, and order confidently, but of course in reason.

Window Display Sugested.

The merchant with the sporting goods department—and who has not one these days—has, from now on, the best opportunity for running windows which are not only among the easiest to design but offer the most striking advertisement for the whole store. There is nothing to equal a camp scene or some other hunting design to attract the passer by, and cause them probably to comment upon the window while at home. "So-and-so has a fine hunting display in his wondow. His guns look fine, and I believe that I will buy a new one instead of making the old standby do. In any case, So-and-so seems pretty wide awake, and he would be worth a call for other articles." Such an observation at the dinner table is worth all other methods of advertising put together.

It would be well for the merchant to run a series of sporting windows these days. He could, for instance, by keeping almost to the same background and accessories depict several stages in a hunting camp. This would create a great deal of interest in his window, and advertise the store. For instance he could call his first window, "the opening of the camp." With a background of artificial bush, a small tent and other camping requisites can be thrown down carelessly on the ground as if the hunters had just arrived. Guns, knives, revolvers, canvas coats, blankets, etc., can also be displayed. In this window the merchant should tell observers to watch the growth of the camp. In a few days the tent can be raised, a fire built with a pot suspended over it, and the guns and camp utensils neatly arranged around. This could be headed "ready for action." In the third window the cardboard figure of a hunter can be placed at the entrance of the tent in the act of firing at a deer or other animal just disappearing at the other side of the window. This can be described "the first shot." The next window can be given over to "a heavy day's sport." Here cardboard representations of animals representing "a heavy bag" could be displayed with boots and other gear showing heavy usage, and plenty of empty shells lying around. The last scene could be made to represent the breaking up of the camp. Of course, these are just the bare ideas. The merchant can elaborate on them as his artistic taste leads him. It is possible with some simple changes to alter the window so that the same things can be made to represent almost a new window. The merchant thus avoids the monotony of an unchanged window, while at the same time arousing the interest of the community as to what will appear next. All this time he has a good setting for his guns, ammunition, wads, primers, knives, revolvers, canvas coats, and other accessories.

Must Understand Customers Wants.

There is one great point in connection with the success of a sporting goods department, and that is that the merchant must understand his customers' wants and anticipate them. This is the way to gain confidence and acquire popularity. Sportsmen are keen, and like sportsmenlike handling which they are always ready to reciprocate to the utmost. As a rule they like to get all they want at the one establishment. If they can do so, and are treated rightly they will not go from the store. It is, of course, to the interest of the dealer to assist in this peculiarity to the utmost; but if he has not the goods, customers, no matter how conservative and faithful, must of necessity go elsewhere for what they need, and if some of them stay elsewhere, no one can really blame them. The dealer, who would have and retain the preference, must do something far more than keep the heavy and more profitable lines. The better and more fully equipped the establishment, and the more accommodating it is in every way, the more it will prosper.

C. A. Lusby, secretary-treasurer of the Amherst Foundry Co., Amherst, N.S., is spending a week in Toronto in company with Mrs. Lusby.

The Retail Paint Trade

HOLDING TRADE.

In going after new customers, the paint dealer should not forget to keep in close touch with his old ones. There is little to be gained by securing a new client, if an old one drops out, and therefore while it is incumbent upon the merchant to extend his connection he must hold on to what he has already gained. We give this little advice, not because we are so foolish as to imagine that merchants are not well aware of the fact, but because it is easy in the midst of a strong campaign after new business to forget, for the moment, the well-being of the older connection, especially as the latter are more often left in the hands of the clerks.

It should be the special care of the merchant to keep track of those who have in the past bought paint from his establishment. A very good plan is to write or call upon those property owners who bought paint in the spring, and find out if everything is satisfactory. It sometimes happens, for instance, that owing to the carelessness of the painters, in painting immediately after rain, when the wood was damp, or not taking the trouble to scrape the cracked and peely surfaces, that the painting has been most unsatisfactory. Thereupon the paint itself is at once condemned, and while the merchant is entirely ignorant of anything acting against his interests, and the purity of his paint lines, the property owner in question may be going around telling his neighbors of the inferior stuff sold by So-and-So. Dissatisfied people, instead of going at once to the fountain head, and complaining to the dealer, often say nothing to him, but do far worse—run down the business of the dealer behind his back.

For this reason, therefore the merchant should keep in touch with those customers who are not tried friends, and who would be less inclined to tell the merchant of anything not satisfactory. The dealer can then find out if there are any complaints, and promptly deal with them. It is astonishing what silly mistakes practical painters can make, and when the property owner himself attempts the job the chances are more than doubled of some blunder occurring. Even if there has been no cause of complaint, the customers appreciate this interest on the part of the merchant. They feel that the mere act of a sale was not all the merchant wanted. He desired to make a friend, and in making a friend to look after the latter's interests even though the sale had long ago been made.

Besides, the inquiry after the state of the house or barn makes a good opportunity for pushing other lines. Maybe the interior of the house does not now match the exterior. This could be seen from a personal call, and a gentle hint as to how floor stain would improve this room, or varnish improve that article of furniture, would bring business that



THE particular dealer we want to get in touch with this time is the man who is tired of handling the kind of paints and varnishes and enamels that don't pay shelf-rent—the dust-catcher kind nobody ever calls for twice, and few people even once. There's news for that dealer in the selling power of FLOORGLAZE (the king of solid-color floor enamels), GRANITINE (the floor finish that wears amazingly) and quite a few other lines of ours that make good.



If that dealer wears your hat it will pay you to ask us questions this very day

Send for sample can of FLOORGLAZE, or GRANITINE

Stocks at Toronto (6 Morse Street), Winnipeg (108 Princess Street), and Vancouver (550 Beatty Street)

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

IMPERIAL

BOLTS



M. R. M. Bolts and Nuts are Reliable

REASONS:

They are made from best of material.
Heads are well shaped, nuts fit well.
Threading is full and accurate.

We carry large stocks and can ship promptly.

THE MONTREAL ROLLING MILLS CO.

might never come any other way. It is well to go after new customers hot and strong, but at the same time see that the old customers are satisfied, and canvassed for other needs.

The merchant should make certain that his clerks are keenly alive to this important point, and that the order for a small tin of varnish from an old customer is just as courteously received, and just as much appreciated, as the large order from the new customer, who has recently been landed by the boss. The merchant should see likewise that his clerks know how to treat complaints. Nothing is more annoying to a customer, who may in ignorance blame the paint for a shoddy piece of work, to be treated by the clerk with a contemptuous air, or with the amused tolerance that an expert may give to an inexperienced man who makes mistakes and does not know it. A complaint should not be dismissed with the indifferent remark that "our paints are guaranteed good, and your painter must be at fault." The customer will not be convinced by that, but will go home more strongly of belief that the paint was to blame.

Take hold of the complaint gently. Let the customer feel that he has a sympathetic listener, and then cross-examine him carefully, as to the method of painting adopted. Find out if any of the common blunders of the painter had been committed, and then when the fault has been exposed, point out how impossible it was for the paint to prove satisfactory under such conditions. Treated in this way the customer will see the fault, and feel that after all the paint was not to blame, and that the merchant had not sold him inferior stuff.

The success of a paint department depends as much, if not more, upon the holding of the old customers, as to the acquiring of new ones.

PAINT AND OIL MARKETS

MONTREAL.

Oct. 1.—A greater number of changes occurred in the paint and oil markets this week than has been noticed for some months past. Following the break in ground white lead, and there still seems no settled market price to this article, came an advance in turpentine and linseed, and a decline in red lead in sympathy with white lead. Varnishes and japans, with the stiffening of turpentine, also seem to be shaping for an advance.

The cutting in white lead is undoubtedly inducing more liberal buying, and some good orders have been dispatched during the week. Paints and colors have been helped by this, as dealers, in ordering their white lead, have included the other lines.

Apart from the excitement in white lead a good steady business is being done in most lines, and is likely to continue for some weeks.

TURPENTINE —Owing to the greater cost of getting out supplies in the matter of labor and material, and the increasing scarcity of good turpentine "farms," this article steadily advances, and has been marked up 2c per gal. The demand is of a fair character. We now quote 80c for single barrels, net 30 days.

LINSEED OIL — With the increased sale for white lead, linseed oil, in direct sympathy, has had a very good call. It is reported that seed is somewhat scarce, and with stocks not over abundant quotations have been marked up 1½c. We now quote: 1 to 4 barrels, in one delivery, raw 66c per gal.; boiled, 69c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The cutting still continues, although nothing like so marked as it was last week. There is no doubt that the demand has been stimulated, especially for the better grades. The good business conditions which at present prevail are also helping. There is as yet no settled price in the market, but quotations may be said to be around what they were last week, and we quote: Strictly pure about $5.25 to $5.75, according to quality, and No. 1, $4.85 to $5.25 f.o.b., Montreal.

RED LEAD—Although the market in the Old Country is no lower, local prices have been affected by the cutting in white lead, and the market has eased off 25c per 100 lbs. The demand is fair. We now quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100-lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—Keeping pace with the good demand for other painting lines, white zinc has been active with no change in quotations. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white Zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS — With the stiffening of prices in turpentine, it is not at all unlikely that quotations for varnishes and japans will be increased. The turnover is most encouraging, and shows the healthy industrial conditions now existing. Small tins of varnish for "touchingup," and of wood stains are said to be in very good demand. Varnish gums are firm, and clean, well-picked parcels are soon secured by users.

PUTTY—In some quarters a scarcity of bladders has been noticed, and customers are being induced to take 25 or 100 lbs. irons instead. There is a large turnover in bulk putty, as well as in the smaller packages. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb.

When you sell Paint sell the Real Thing

Give your customers paint that is all paint, pure paint—no adulterants.

Give your customers what you know will do absolutely satisfactory work.

"ENGLISH"

LIQUID PAINT

is guaranteed pure paint, with a formula on the can. This formula shows the base on which the paint is made: 70% pure White Lead (Brandram's B. B. Genuine) and 30% pure Zinc White, mixed ready for use with pure linseed oil, pure turpentine, and dryer.

This means satisfied customers; brings them back to your store and sends their friends to you.

Just send us postal card for prices and selling plans

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

KEEP PEGGING AWAY

THIS is what **we** have been doing for weeks in our endeavour to let **you** know what a profitable line you can handle, if you like, in

MURESCO

THE BEST WALL FINISH

IT is without a peer among the large number of wall finishes now on the market. Why? Because it is artistic, durable, sanitary and very economical, inasmuch as it will take 30% more water than any other preparation. One coat is sufficient in most cases. Get our colour card and prices. There is profit for you in selling **MURESCO.**

BENJAMIN MOORE & COMPANY
LIMITED
West Toronto, Canada
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Any article for which there are several uses in the average home, is sure to command a quick and ready sale. There is no guess work about this. You can sell

LACQUERET

because it acts like magic in brightening up any old furniture or woodwork in the house. You can sell Lacqueret all the time if you will just tell your customers what it will do.

INTERNATIONAL VARNISH CO., Ltd., Toronto

Makers of Fine Varnishes
Branch of Standard Varnish Works

NEW YORK
CHICAGO
LONDON
BERLIN
BRUSSELS

drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

October 1.—Continued improvement is noted in paint selling this week. On the whole trading is better than last week. Every painter has plenty of work ahead and jobbers report new business cropping up every day. The painting season in the larger cities and towns of Ontario looks as if it will extend right into the winter.

Country hardwaremen state that satisfactory conditions prevail in their immediate neighborhood and aver that more farmers are using paint this fall than for some years past.

Red lead has declined this week, following the cut in white lead a week ago. Linseed oil has advanced. There is a decided stiffening in turpentine, and trading is being done at figures nearer the market quotation than has been the case for the past three months. There is, however, little demand for "turps." Varnishes have firmed up since the advance in turpentine.

All grades of rosin have advanced, the lowest grade has advanced about 60 cents per barrel, and is now 70 per cent. higher than it was in the month of June, and there is every probability of a continued firmness.

TURPENTINE—The turpentine market at the ports of production continues to be reported short of stock, comparing with last year. Added to this there has been a very serious storm in the naval stores belts of the southern States, which gives encouragement for further advances. The present outlook indicates that the local market may be advanced before the week is out. There is a decidedly firmer tone to the market. While the quotation remains at 82c for single barrels, the best that can be done by buyers is 81c, and that figure is liable to change in half a day. The turpentine situation is much unsettled and very little trading is being done. If the price increases there is a suspicion that substitutes may again get a chance.

LINSEED OIL—The local market has advanced 1½c, the quotations now being 66c for raw and 69c for boiled oil in single barrels. The seed market in Great Britain has advanced within the last few days, and there seems a probability that these prices will be maintained firmly as the quantity of seed reaching Great Britain is only a little more than half that was on the way at the same time last year, so that unless the Canadian market breaks for seed it seems very likely that the price for linseed oil for the fall is pretty sure to be maintained firmly.

WHITE LEAD—The low prices quoted last week induced some good buying. A number of hardwaremen who carry fairly large stocks of lead are taking advantake of the market and booking lead for future delivery. A number of the new prices are: Decorators' pure, $5,65; select flake, white, $6; Ramsay's pure, $5.55; Elephant genuine, $6, Robertson's, $5.90; Sanderson, Pearcy, $5.75.

RED LEAD—Following the cut in white lead there has been a corresponding decline in red lead, amounting to 25c per hundred pounds. Casks are now $4.25, and 100-lb. lots $4.50 to $4.55. Trading is splendid.

GLASS AND PUTTY—At the present time these are two of the foremost paint-selling lines. Window-glass is going out well to country points for repair work, and new buildings in the larger centres are calling for good quantities. Stocks are being depleted. Putty is also selling well, a good demand existing for all grades. Bulk putty in casks are at $1.75; 100-lb. drums, $2; bladders, $2.15 to $2.25.

STAINS AND VARNISHES— These goods have stiffened since the advance in turpentine, but no actual price changes are yet reported. Sales are fair.

PETROLEUM — Prices are firm, though unchanged from last week. Delivery still goes on. Booking, while fair, is a little on the light side. Prime white coal oil is 13½c; water white, 15½c; and Pratt's astral, 17½c. There is still a fair demand for gasolene at 16½c, and benzine at 15½c.

SELLING OF PAINTS.

Good, common sense talk persisted in regularly will sell paint materials. Occasional circularizing of selected lists of property owners pays. If letters are sent, they should be real letters in form and feeling and not a general flight of fancy printed to look like a letter. There is a big difference and the recipients know it. There are far too many general advertisements masquerading around the country as letters. If you can't cast what you want to say in the form of a letter, don't print it like a letter. Make it frankly a circular, or folder, or card.

PAINT POINTERS.

Paint is like a dog—abuse ruins it. Treat it kindly and it is your faithful slave.

The time to cure a case of peeling is before the paint is applied.

Haste in "getting the job finished" is paid for, with interest, in "making good" the failure.

Good paint on a bad surface is likened unto a house builded upon the sand.

When you sow thistle-down you don't expect to reap sugar cane. When you use paint improperly you shouldn't expect good results.

Paint that will not peel when it ought to peel is not fit to paint with.

Moisture under the paint is a thousand times worse than moisture in the paint.

Paint is not whitewash and you must not expect it to prove satisfactory as paint if you treat it like whitewash.

Moisture is to paint what cocaine is to man—it destroys moral fibre.

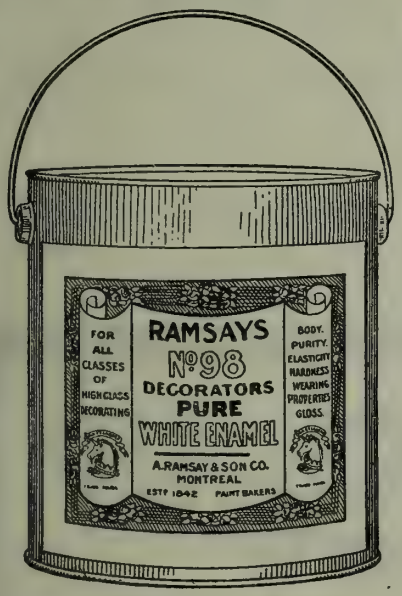
"An ounce of prevention is worth a pound of cure"—cure the faulty conditions and the paint will need no cure.



ENAMEL FOR THE PAINTER

Haven't you often noticed what a difficult thing it is to get a real good high-grade white Enamel for high-class painters' trade? For years dealers have been obliged to bring in these Enamels from abroad at exorbitant prices and sell at little or no profit.

RAMSAY'S No. 98



changes all that. You have herean enamelunsurpassed by any imported into the country. It is for the Decorators - for high grade work. It is not cheap—that is as cheap things go, but it is cheap for what it claims to be. You should learn about this Decorators' Enamel anyway, in order to be posted. Write us for special booklet on Ramsay's No. 98 Enamel.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 - The Paint Makers

If you are certain—

—quite certain that your paint stocks are as fully representative as possible,

THIS IS NOT FOR YOU

But if you are not handling ***NEW ERA PAINT*** you have just missed finding out the fullest meaning of the word "*success.*"

NEW ERA PAINT will hold its color better, last longer, give a better finish and cover more surface than many higher-priced paints. ***NEW ERA PAINT*** is pure and moderately priced.

WRITE FOR PRICES

Standard Paint and Varnish Works Co.

Windsor, Ontario LIMITED

COOKSON'S GENUINE WHITE LEAD

Imported from Newcastle-on-Tyne

The finest White Lead is made in England and Cookson's is recognized as the finest of English White Leads.

Cookson & Co, Ltd., are by far the largest corroders of White Lead in the world, and their product is acknowledged in all the lead markets as the highest grade. The fact that the British Admiralty places its contracts for Cookson's (recent orders amount to 3,400 tons) is good evidence of its reliability.

Cookson's costs you but little more than ordinary White Leads—affords you a good profit and sells well.

PLACE YOUR ORDER TO-DAY.

The James Robertson Co., Limited

Grinders of Pure White Lead, Manufacturers of Paints, Colors, etc.

267 King St. West, - - Toronto, Canada

THE DOUGALL VARNISH CO., LTD.

Successors to McCASKILL, DOUGALL & CO.

Manufacturers RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

The "INFALLIBLE" GLAZIERS' DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

A Bountiful Harvest

Has been gathered in all over the Dominion of Canada, and the business prospect is good for another year.

Fall ploughing and seeding is now in order. The Alabastine Company offer their heartfelt thanks to their patrons and customers for the increased trade in Alabastine, making spring of 1909 a record season and ahead of all former years.

To assist their friends and to increase their trade for Alabastine, and make 1910 another record season the Alabastine Company have gotten out new and special advertising matter, which they will take an early opportunity of placing before the trade. As they have done in the past, they ask their customers to again co-operate and

SOW THE GOOD SEED

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The Permanent and Sanitary Wall Coating

The Alabastine Co., Limited - Paris, Ont.

MARTIN-SENOUR

PAINT 100% PURE

MARTIN'S WHITE ENAMEL

FLOOR PAINT

STOCK UP NOW

THE LITTLE signs to the left indicate 3 of our most prolific sellers. They give good satisfaction and good profit. Each is a big puller—a great leader. We both guarantee and recommend adding these 3 to your stock. Get in a good supply for the Spring trade. **Now** is the time to push out for paint sales. Get the big 3 in your window. They are all of the very highest grade and never failed to please the most exacting customers. We built them up just for that class of trade. Every one has proved popular with the painter and profitable to the trade.



Our advertising and special helps to dealers will assist you in increasing your paint business. Write for our plans and terms.

Montreal **MARTIN - SENOUR CO., Ltd.,** *Chicago*

Pioneers Pure Paints

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For interior or exterior use. A Varnish especially adapted for general use on such as :---

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Walls,
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Boats, etc., etc.

Put up in tins of assorted sizes and packed in cases of ten gallons. This general purpose varnish is a most convenient line for the dealer. Saves time in filling customers' orders. Does away with the necessity of carrying a number of different varnishes.

P. D. DODS & CO.
Limited

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MONTREAL

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The Western Paint Co. - Winnipeg, Man.
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The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Mauretania and K onprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

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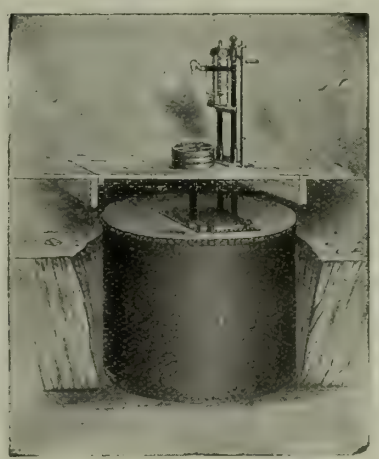


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Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.
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E. FIELDING, Toronto Agent

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
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If you have an old Bowser and Want a new one, write for our liberal exchange offer.

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"DAISY" CLOSET

Neat — Compact — All Metal — Sanitary — Ventilated —



An all-metal closet for use where water-closets cannot be used.

PRICE $10.00

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EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

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The Book consists of three articles:

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175 Pages *170 Illustrations,* *13 Plates*

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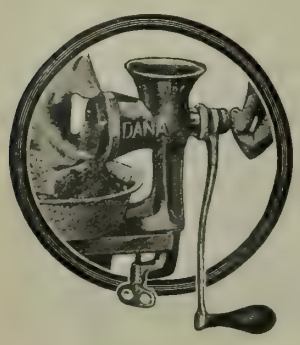
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on page 45

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THE SUN NEVER SETS ON HOBBIES' RENOWNED FRETSAWS, MACHINES and ACCESSORIES.

YOU ARE SURE TO BE ASKED FOR THESE GOODS.

SEND YOUR ENQUIRY TO-DAY.

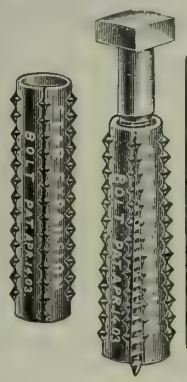


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Drop us a line to-day for some samples.

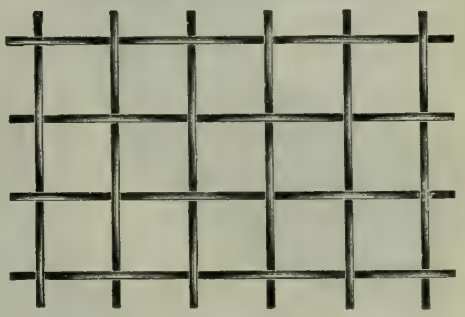


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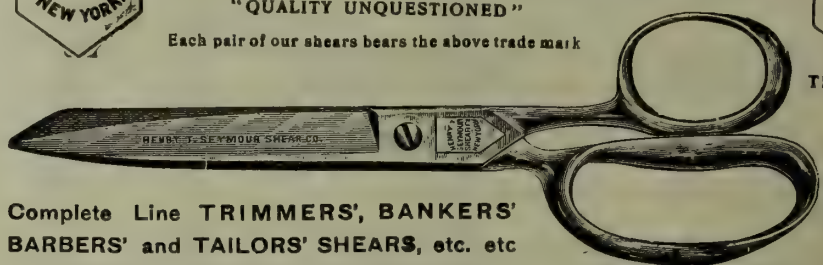
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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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Manufacturers of

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Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

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You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

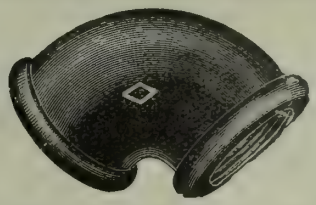
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"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

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They are unrivalled in Fit, Threading and Finish.
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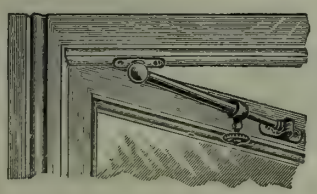
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To Secure Good Results
Buy it for

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TONKS' PATENT
MACHINE-MADE
SOLID DRAWN
SOCKET BOLTS
Combine Strength, Neatness and Cheapness

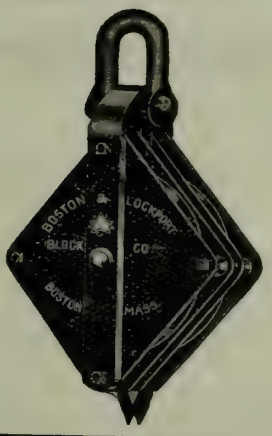


Write for Catalogue

Above cut represents the "TELO" casement stay. It is no obstruction to blinds, curtains, or drapery, and is strong and easily fixed. Thumb screws cannot be taken out or lost. Made in brass and bronze metal. Sells at sight.

TONKS Limited, BIRMINGHAM

CANADIAN SHOWROOMS:
28 Toronto St., - TORONTO
H. F. McINTOSH & CO., Agents



STAR BRAND

BLOCKS

ASSURE
BEST — QUALITY
ALL STYLES

FOR MANILA ROPE \ EXTRA HEAVY PATTERNS / FOR WIRE ROPE

On Sale By All Leading Dealers

Catalogue H M Sent Free on Application

BOSTON & LOCKPORT BLOCK CO.
116 Condor St. - East Boston, Mass.

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

JOSEPH RODGERS & SONS,

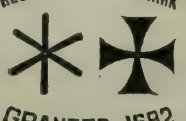
SHEFFIELD, ETC. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

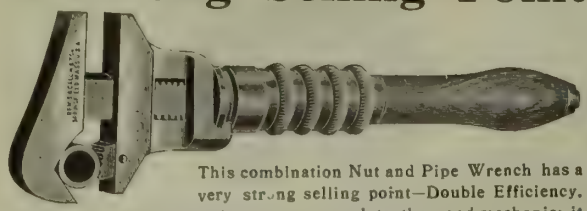


GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

There's no ice so slippery that "*Little Clinchers*" will not carry you over without a fall. They grip the pavement firmly at each step.

"Little Clinchers"

make icy pavements, roads and hills as safe as the floor in your home. They're adjustable to the heel of your shoe in *half a minute*—no nails, screws, rivets or straps. They're invisible and comfortable.

No need to remove them indoors—simply fold the heel-plate forward, reversing spikes under instep, and the floors and carpets are safe. "*Little Clinchers*" are made of steel, with specially hardened points. If your jobber cannot supply you with these goods, write us.



Smith Hardware Co., Ltd.

4 LEMOINE ST., · MONTREAL



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

Imperial Standard Scales

Are made in **ALL** styles, for **ALL** purposes and of **ALL** capacities.

For **ACCURACY OF ADJUSTMENT, DURABILITY** and **FINISH** they are uuexcelled.



This cut shows platform scale equipped with our **PATENT SWIVEL WHEELS** making it possible to turn the Scale easily in any direction, within its own length, with all its wheels upon the floor, and no lifting by the operator is necessary.

Any platform scale of 1000 lbs. capacity or over can be equipped in this way **WITHOUT EXTRA CHARGE.**

Over 400 varieties of Imperial Standard Scales are made by

THE

Burrow, Stewart & Milne Co.

LIMITED

of Hamilton, Ont., and they make also the well known and reliable

Champion Jewel Scales



The Meaford Wheelbarrow Co.,

MEAFORD Limited ONTARIO

Manufactu ers of

WHEELBARROWS—both Steel and Wooden, all styles: also the *Sterling* line of Roller Bearing Easy Pushing Wheelbarrows and Concrete Carts.

TRUCKS of every description, both in two and four wheeled.

DRAG SCRAPERS (Pressed Steel) **WHEEL SCRAPERS** (Pressed Bowl and Square Box).

PROMPT SHIPMENT.
RIGHT PRICES.
GOOD GOODS.

SELLING AGENTS:
Alexander Gibb, Montreal
Bissett & Loucks, Limited, Winnipeg
John Burns, Vancouver







Our Electric Welded Chains

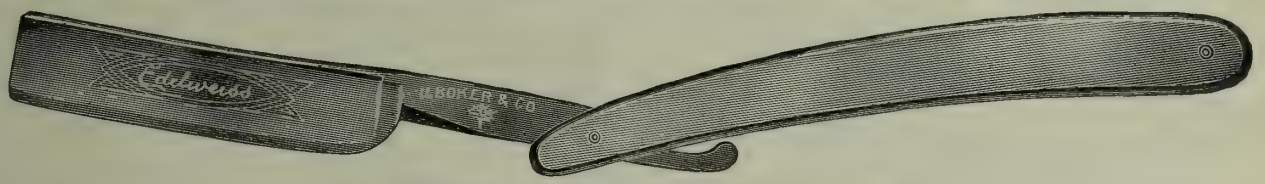
have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

CAUTION TO PURCHASERS OF H. BOKER & CO.'S RAZORS



NONE GENUINE WITHOUT THE TRADE MARK "TREE"

Look for this Trade Mark



It is on all genuine Boker's Razors

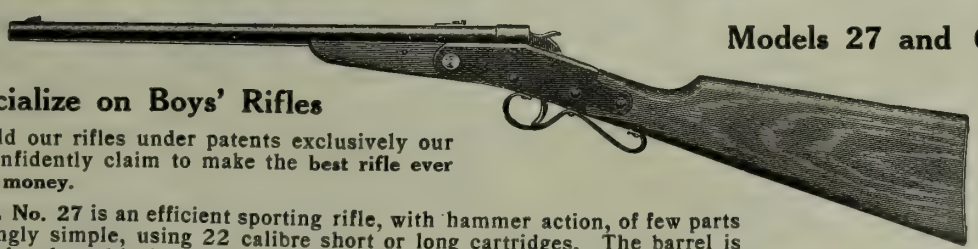
Owing to the numerous piracies and imitations of H. Boker & Co.'s Razors which are being offered to the Trade as Boker's Make without the Tree—***Beware of such!*** Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customers' guarantee.

FOR SALE BY ALL WHOLESALE HARDWARE HOUSES.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always.
Compare them with others and with our quality, and we win easily.

ALEX. McARTHUR & CO., Limited

82 McGill Street — MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 23c.; Fleur-de-lis, anti-friction, 20c.; Thurber. 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.
Casting ingot	14 50 14 00
Cut lengths, round, bars, ½ to 2 in.	21 00
Plain sheets, 14 oz.	21 00
Plain, 16 oz., 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base	26 00
Braziers' (in sheets), 4x8 base	20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	19 25	
Middlesboro, No. 3 pig iron	16 75	20 25
Summerlee, No. 2 "	19 00	20 00
Carron No. 1	20 50	....
Carron, special	19 50	....
Carron, soft	19 00	
Cleveland, No. 1	17 50	20 75
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)		25 00
Angles, base	2 60	2 60
Common bar, per 100 lb.	1 85	1 95
Forged iron "	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$33 50 32 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 60	3 80
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25 6 50
Part casks	6 50 6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75 5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate	11 00	12 00
Malleable	9 00	12 00
Miscellaneous steel		6 00
Old rubbers	0 08½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc. standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p.c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock, net 1 75
No. 4 " " " " 1 65
No 7 Fuller " " " 2 00
No. 4½ " " " 2 00
Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

OILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7.85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	0 08
Chrome yellow	"	0 15
Golden ochre	"	0 10
French "	"	0 08
Chrome green	"	0 09
French permanent green	"	0 13
Signwriters' black	"	0 15
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

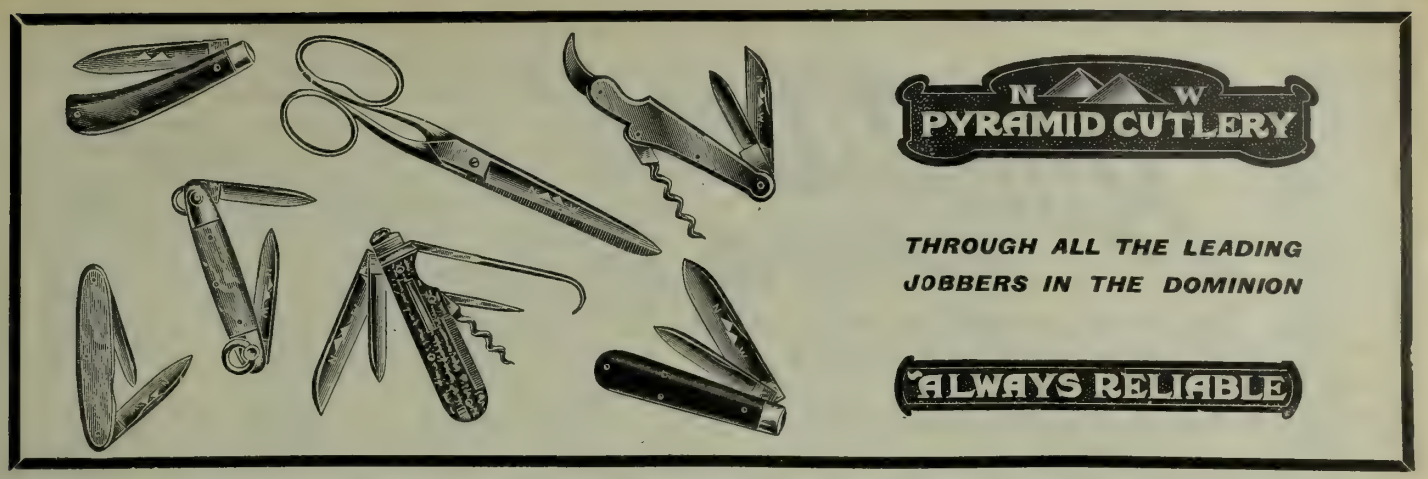
In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 00
" 100-lb. kegs	0 00



PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 80 0 81
Linseed Oil, raw	0 66 0 66
" " boiled	0 69 0 69

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
"Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs. "	4 75	4 75
No. 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 80
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces, "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, bris., per gal	0 15
tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 80	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—
½ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 30
Solid, 3 to 30 lbs	1 23

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.
Disston's, 70 and 10 p.c.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	9 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



TRADE B MARK

Amatite ROOFING

"Easy to sell because consumers want a Roofing that needs no Painting."

IF *you* do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending $100.000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing *that does not need painting.* The day of the "Paint-me-often-oids" is past. People everywhere are asking for the roofing with a *mineral surface* which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

THE PATERSON MANUFACTURING CO., Limited

TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft , each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1831	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Clearan wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	50
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ¾ " .... "	....	10 00
" " 1 " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web..... "	....	2 45

HOSE COUPLERS.

Time Savers, per doz ¾ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09¼
Buckworth, per lb	0 10½

VISES.

Wright's	0 13½
Berg's, per lb	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50
Buckworth, per lb	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ¾ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ½ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 55; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

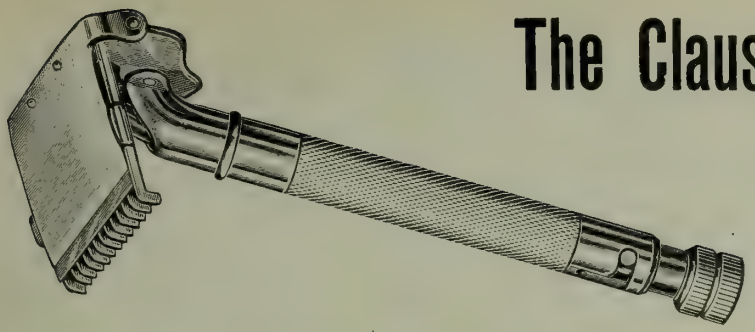
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 00

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS

Lithographed, 60 and 10

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 12
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 11, $3.50; No. 11, $3.90); No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.O.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, f.o b. Montreal — 100 lbs. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 55 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41	25
Round, re-acting per doz	73	75
Square "	77	50
Dowswell	48	75
New Century, Style A	93	75
Ideal Power	165	00
Daisy	67	50
Stephenson	74	00
Puritan Motor	165	00
Connor, mproved	48	75
Ottawa	51	25
Connor Ball Bearing	108	75
Connor Gearless Motor Washer	172	50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42	25
Improved Royal Canadian, 11 in	44	75
Eze, 10 in., per doz	43	25
Bicycle, 11 inch	54	25
Trojan, 12 inch	97	50
Challenge, 3 year, 11 in	45	75
Ottawa, 3 year, 11 in	52	00
Favorite, 5 year, 1 in	53	00

20 per cent.

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21
Russia Deep Sea	0 22
Jute	0 16
Lath Yarn, single	0 09
" double	0 08½
Sisal bed cord, 48 feet.....per doz.	0 65
" 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ½c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita.....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe.....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

INDEX TO ADVERTISERS.

Alabastine Company 58
Amatite Roofing Co 68
American Shearer Co 23
Armstrong Bros. Tool Co 24
Atkins, E. C., & Co 1
Atlas Mfg. Co 23
Auto Strop Safety Razor Co 32
Aylmer Pump and Scale Co 14

Barber Asphalt Paving Co 31
Barnett, G. & H. Co ....outside back cover
Bemis & Call Hardware & Tool Co 65
Boker, H. & Co ..... outside front cover, 64
Boston & Lockport Block Co 63
Bowser, S. F., & Co., Ltd 59
Brandram-Henderson, Ltd 54
Brantford Roofing Co 25
Brown-Boggs & Co 31
Bryan, Thos., Ltd 15
Buffalo Mfg. Co 25
Burrow Stewart & Milne Co., Ltd 20, 64

Cameron & Campbell 24
Canada Foundry Co 14
Canada Metal Co 23
Canada Paint Co 56
Canada Screw Co 2
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 30
Canadian Hart Wheels 24
Canadian Heating & Ventilating Co 20
Canadian Logging Tool Co 10
Carter-Crume Co 23
Caverhill, Learmont & Co 9
Chicago Spring Butt Co.. inside back cover
Clare, Little & Co 23
Clauss Shear Co 69
Collins Mfg. Co 23
Copp, W. J., Sons & Co 49
Coulson & Blakie 23
Covert Mfg. Co 51

Dana Mfg. Co 60
Davidson, Thos., Mfg. Co 33
Decatur Bull & Co 11
Dieckmann, Ferdinand 62
Directory of Manufacturers 23
Disston, Henry, & Son 6
Dods, P. D. & Co 59
Dominion Cartridge Co 34

Dominion Wire Mfg. Co 13
Dorken Bros ..... outside front cover
Dougall Varnish Co 57
Dowswell Mfg. Co 72
Dubuc, L. E 63

Electrical Specialties, Ltd 23
Enterprise Mfg. Co 7

Findlay Bros 18
Ford Auger Bit Co 64
Frothingham & Workman, Ltd 4

Galt Art Metal Co 27
Gendron Mfg. Co 29
Gibb, Alexander 23
Gilbertson, W., & Co 62
Gillette Safety Razor Co.. inside front cover
Greening, B., Wire Co 61
Grove Chemical Co 64
Gurney Foundry Co 17
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Hamilton Bridge Co 12
Hamilton Cotton Co 30
Hamilton Rifle Co 65
Hamilton Stamp & Stencil Works 22
Hanson-Tilley, J. H., Co 24
Harris, J. W., Co 24
Hart & Cooley 15
Heinisch, R., Sons Co 62
Hingston Smith Arms Co 72
Hobbies, Ltd 61
Howarth, Jas., & Sons 72
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 63

Imperial Varnish and Color Co 53
International Varnish Co 55

Jack, Watson, & Co 63
James & Reid 23
Jardine, A. B., & Co 62
Jessop, Wm., & Son 63
Johnson's, Iver, Arms and Cycle Works 51

Kains, J. M., & Co 23
Kemp Mfg. Co 34
Kerr Engine Co ..... inside back cover

Langwell & Sons 23
Leslie, A. C., & Co 49

Lewis Bros., Ltd 7
Lockerby & McComb 8
London Foundry Co 26
London Rolling Mill Co 51
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 66
McBrien Mfg. Co 30
McClary Mfg. Co 16
McDougall, R., Co 14
McGlashan-Clarke Co., Ltd 8
McKinnon Dash & Metal Works Co 65

Maple City Mfg. Co ....outside back cover
Martin, S. B 30
Martin-Senour Co 58
Meaford Wheelbarrow Co 64
Metal Shingle and Siding Co 13
Metallic Roofing Co 2
Moffat Stove Co 21
Montreal Rolling Mills Co 53
Moore, Benjamin, & Co 55
Morris & Bailey Steel Co 12
Morrison, James, Brass Mfg. Co 29

National Hardware Co 24
Newman, W., & Sons 23
Nicholson File Co 71
Nickle Plate Stove Polish 63
Nixon & Winterbottom 67
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 51

Oakey, John, & Sons 62
Oneida Community 28
Ontario Lantern and Lamp Co 25
Ontario Wind Engine and Pump Co 23
Orford Copper Co 51
Oshawa Steam and Gas Fittings Co 63
Otterville Mfg. Co 14
Owen Sound Wire Fence Co 14

Parmenter Bullock Co., The 23
Pearson, Geo. D. & Co 20
Pease Foundry Co 47
Pelton, Godfrey S 57
Penberthy Injector Co 26
Peterborough Lock Co ....inside back cover
Pink, Thos 7

Plymouth Cordage Co 26
Queen City Oil Co 30

Ramsay, A., & Son Co 57
Robertson, James Co., Toronto 57
Robertson, Jas., Co., Montreal 12
Rodgers, Jos., & Sons 63

Samuel, M. & L., Benjamin, & Co 6
Schultz Mfg Co., The 27
Seymour, Henry T., Shear Co 62
Sharratt & Newth 62
Sherwin-Williams Co 49
Simonds Mfg. Co 29
Simonds Canada Saw Co 15
Smart, Jas., Mfg. Co 22
Smith Hardware Co 65
Stairs, Wm., Son & Morrow 71
Standard Chain Co 12
Standard Paint and Varnish Co 57
Star Expansion Bolt Co 61
Steel Trough and Machine Co 24
Stephens G. F 47
Stevens-Hepner Co 22
Stewart, Jas., Mfg. Co 19
Still, J. H., Mfg. Co 1

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S.H., Co ..... outside back cover
Tonks, Limited 63
Toronto Furnace and Crematory Co 60
Toronto Plate Glass Importing Co 30

U.S. Fire Protection Co 30
U.S. Steel Products Export Co 33

Want Ads 45
Warren Mfg. Co 23
Watson Jack, & Co 63
Welch, W., & Son 15
Westenholm's Cutlery 61
Western Wire and Nail Co 30
White Mop Wringer Co 60
Whitman & Barnes Mfg. Co 11
Wiebusch & Hilger, Ltd 23
Wilckes, Martin & Wilckes 59
Winnipeg Ceiling and Roofing Co 47
Winnipeg Paint and Glass Co., Ltd 49
Wright, E. T., & Co 30

CLASSIFIED LIST OF ADVERTISEMENTS.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal
Geo. Langwell & Son, Montreal

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Buffalo Mfg. Co., Buffalo, N.Y.

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Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

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Plymouth Cordage Co., N. Plymouth, Mass.

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Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

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Montreal Rolling Mills, Montreal
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Star Expansion Bolt Co., New York

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Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
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Lockerby & McComb, Montreal.
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

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Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
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Covert Mfg. Co., West Troy, N.Y.

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Greening, B., Wire Co., Hamilton.
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Oneida Community Limited, Niagara Falls, Ont.

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Buffalo Mfg. Co., Buffalo

Chain
Decatur Bull & Co., Montreal.

Chucks
Ryall Tool Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Pulleys
The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

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The Galt Art Metal Co., Galt, Ont.

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Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
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Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
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Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills
Decatur Bull & Co. Montreal.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drill Heads---Extension
Star Expansion Bolt Co., New York

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Electrical Specialties, Ltd., Toronto

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Canadian General Electric Co., Toronto
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Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

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Kerr Engine Co., Walkerville, Ont.
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Thos. Davidson Mfg. Co., Montre
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
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The Parmenter & Bulloch Co., Gananoque, Ont.
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Owen Sound Wire Fence Co., Owen Sound.
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Nicholson File Co., Port Hope

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Otto Bernz, Newark, N.J.

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McClary's, London, Ont.
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Canada Metal Co., Toronto.
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Grove Chemical Co., Appley Bridge Eng

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Still, J. H., Mfg. Co.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Canada Steel Goods Co., Hamilton.
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Still, J. H. Mfg. Co., St. Thomas.
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Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

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Montreal Rolling Mills, Montreal.
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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

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Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
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Clare, Little & Co Saskatoon, Sask

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Oakey, John, & Sons, London, Eng.

Mining Drills
Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
The Parmenter & Bulloch Co., Gananoque, Ont.
Jas. Pender & Co., Ltd, St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

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Dennis Wire & Iron Co., London, Ont.

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Brandram-Henderson, Montreal
Canada Paint Co., Montreal.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
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Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Plumbers' Tools and Supplies.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montrea
Jardine, A. B., & Co, Hespeler, Ont.
Kerr Engine Co., Walkerville, Ont.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Stairs, Son & Morrow Halifax, N.S.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Portable Ovens
Warren Mfg Co., Toronto

Portland Cement.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Decatur Bull & Co., Montreal.
Nixon & Winterbottom, Sheffield Eng

Registers
The Hart & Cooley Co., New Britain, Conn.
A. Welch & Son, Toronto.

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
The Parmenter & Bulloch Co., Gananoque, Ont.

Roofing Supplies.
Brantford Roofing Co Brantford.
Barber Asphalt Co, Philadelphia
The Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
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Hamilton Stamp and Stencil Works, Hamilton

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Jas Chesterman & Co., Ltd., Sheffield, England

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Howarth, James, & Sons, Ltd., Sheffield, Eng.
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Scales.
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Frothingham & Workman, Montreal.

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Canada Screw Co, Hamilton On
Dominion Wire Mfg. Co., Montreal.
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Kemp Mfg Co., Toronto
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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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E. T. Wright & Co., Hamilton, Ont.

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Jas Smart Mfg Co, Ltd, Brockville, Ont

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Dowswell Mfg. Co. Hamilton, Ont.
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Lewis Bros. & Co., Montreal.
Wm Stairs Son & Morrow Co, Halifa

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KEARNEY and FOOT
McCLELLAN

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EAGLE
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Dominion Works, Port Hope, Ont.

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INCLUDING THE FOLLOWING:

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ALLAN, WHYTE & CO.'S WIRE ROPES,
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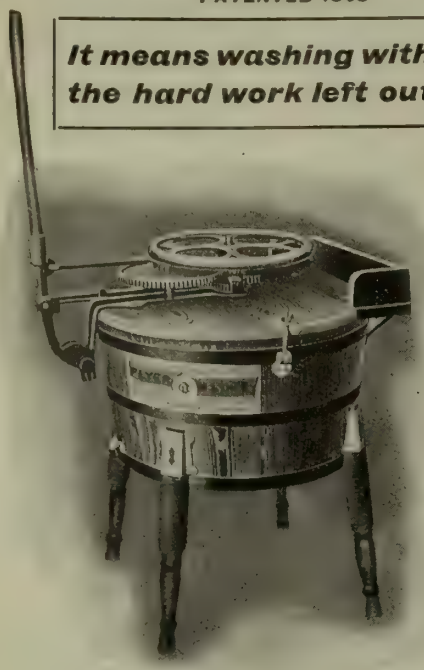
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A Brand New High-Speed Washing Machine on a Brand New Principle

PATENTED 1909

It means washing with the hard work left out



A Big machine, Big in every way—Big in power, Big in speed, Big in ability to do the work, Big tub with a Big opening, Big seller.

Has simple, strong and accurately machined mechanism seated on steel ball-bearings. Is fitted with a large evenly balanced fly wheel that is easy to start and carries the action over its heaviest load with little effort. The entire working gear is attached to the cover and lifts easily with it. No troublesome connections to make.

Made Exclusively by

The Dowswell Manufacturing Co.
Limited
HAMILTON :: ONTARIO





HAND-MADE

Hockey Sticks ::

Our hand-made hockey stick has for years been the favorite with the leading amateur and professional players and its superiority is acknowledged. We use nothing but the finest selected and thoroughly seasoned rock-elm in its making and guarantee every stick perfect. Write us for full description and prices on this and our full line of Hockey Goods.

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Winnipeg, LIMITED Man.

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



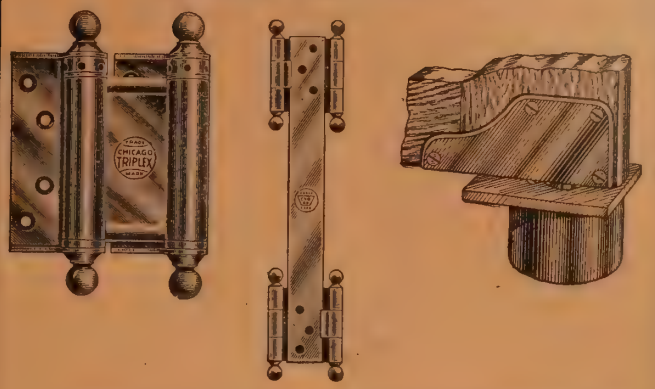
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WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

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Combining all the valuable features which experience has demonstrated to be desirable.

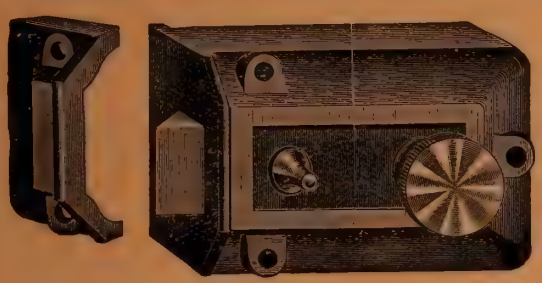
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Chicago Spring Butt Company.

CHICAGO NEW YORK

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Absolute security is assured





Cylinder Night Latch, No. 103.

——your profit is secured and your customers' premises too are secured if you stock our full range of rim and mortise locks, and of inside front and store door locks. They never fail to satisfy.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



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Twelve Medals



Awarded

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VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

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Horse and Toilet Clippers

MADE BY

BURMAN & SONS, LIMITED

Birmingham, Eng.

(Established 1877.)

Messrs. Burman & Sons are the largest manufacturers of clippers in the world, and are the sole makers of the celebrated

NEWMARKET HAND AND POWER CLIPPERS

Write for prices and particulars

B. & S. H. THOMPSON & CO., LTD.

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Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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BRAND CUTLERY.

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Canadian Agents: DORKEN BROS & CO., MONTREAL

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—"Lysaght's" Make—

Thoroughly galvanized and well woven

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Montreal
Managers Canadian Branch



THE HANDY MAN

or the man who imagines he is a handy man, is as common throughout the land as the sparrow! And, Mr. Retailer, you can appeal most forcibly to him by means of the

"CROWN COBBLER"

It will repair all kinds of BOOTS, SHOES, HARNESS and TIN-WARE :: :: :: ::

You'll find it a splendidly profitable line to handle.

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Head Office and Works:

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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND.

Don't Wait for Something to Turn Up. Try a "WANT AD."

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in HARDWARE AND METAL is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the hardware trade, try a Want Ad. in HARDWARE AND METAL. Address our nearest office.

HARDWARE AND METAL

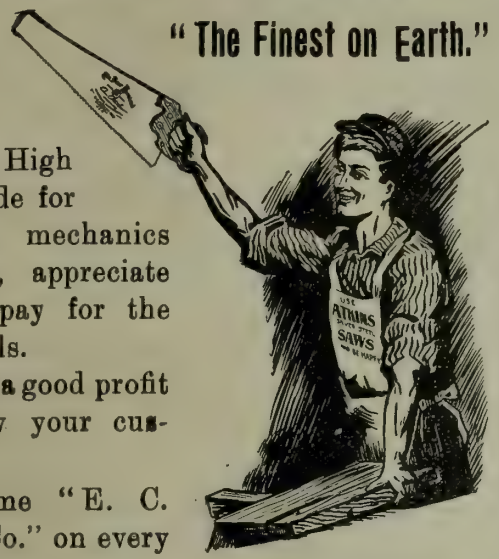
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ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

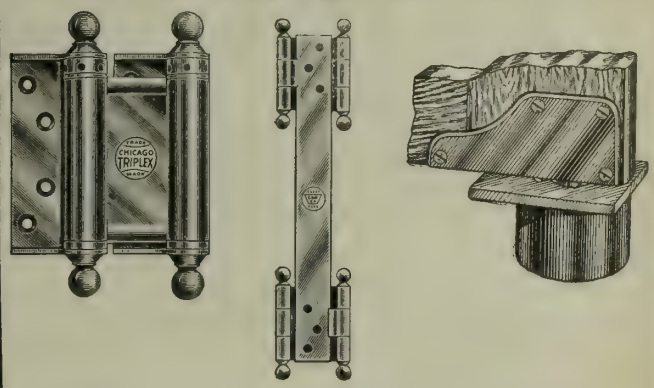
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Hamilton, - Ont.

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CHICAGO SPRING BUTTS

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Combining all the valuable features which experience has demonstrated to be desirable.

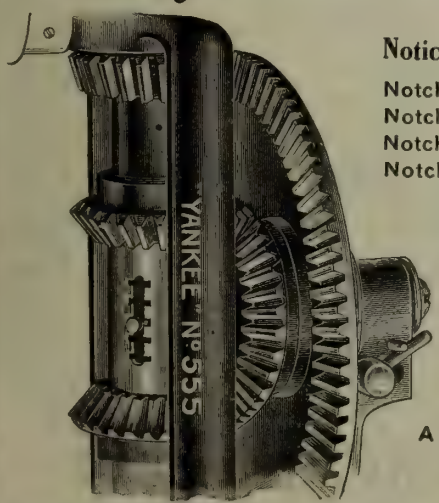
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Chicago Spring Butt Company,

CHICAGO NEW YORK

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"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings

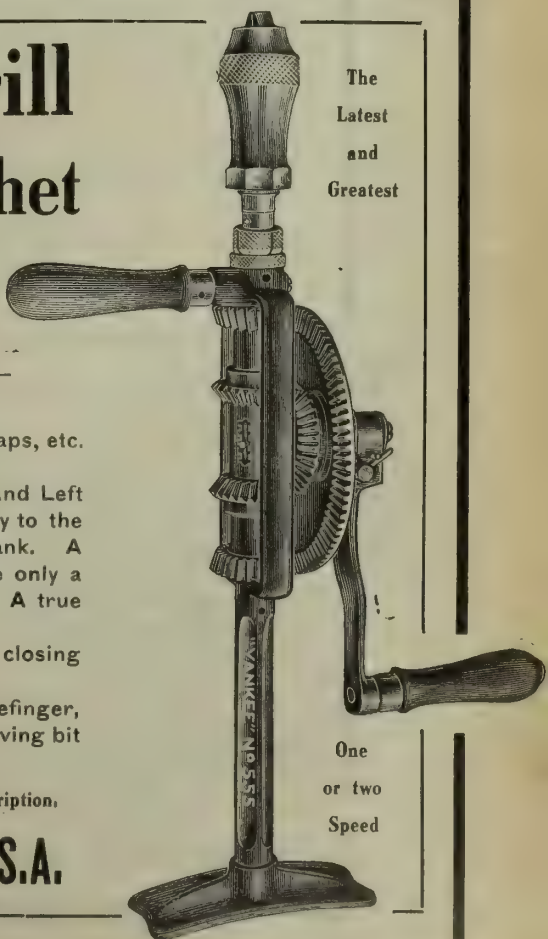


Notice the little shifter between the gears:—

Notch 1—gives you a plain drill.
Notch 2—A Left Hand Ratchet for removing taps, etc.
Notch 3 - A Right Hand Ratchet.
Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
Notch 5—Locks drill for opening and closing chuck.
Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

Sold by leading jobbers. Write for full description.

The Latest and Greatest



One or two Speed

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



"You know the difference between 'claims' and 'proofs.' Claims MAY hold customers, but proofs WILL hold customers."—*The Philosopher of Metal Town.*

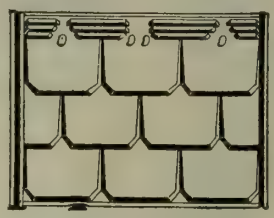


Mr. Hardwareman

Are you aware that **EASTLAKE METALLIC SHINGLES** are the best steel shingles on the market? Now we are not claiming anything we cannot prove.

"Eastlake" Steel Shingles were produced twenty-five years ago—long before any other steel shingle. The roofs that were covered with "Eastlake" Shingles that first year are to-day in as good shape as when they were laid—never having needed repairs.

"EASTLAKE"



STEEL SHINGLES

No other galvanized steel shingle can even claim such a record. Remember this fact when others say to you "My shingles will last a century."

Satisfy your customers. Give them a shingle that has proven itself—that you know will insure the utmost satisfaction.

"Eastlake" Steel Shingles are made by the oldest and largest sheet metal building material firm in Canada—a firm whose policy has been "Protection to the Dealer" from the start.

We also manufacture **Galvanized Cornices, Skylights, Ventilators** and **Finals, Metallic Ceilings, Siding** and **Lath, Corrugated Iron, Conductor Pipe, Eavetrough, Fireproof Glass Windows, Doors,** etc., and Architectural Sheet Metal Work generally.

Write us for catalogue and estimates.

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

1673

THE Dealer who builds up a successful business is the man who handles "STANDARD" goods.



This brand on a package is a guarantee of quality.

For over a third of a century we have been manufacturing

Wood Screws, Wire Nails, Tacks

Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

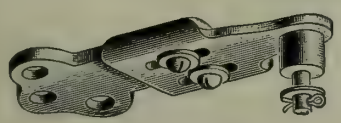
ASK YOUR JOBBER FOR OUR GOODS

CANADA SCREW COMPANY, Ltd.

TORONTO HAMILTON MONTREAL

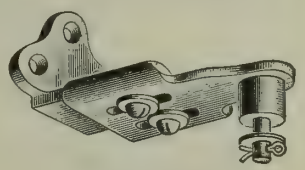
Sargent's Liquid Checks and Springs

FOR EITHER HAND WITHOUT CHANGING IT IN ANY WAY



Straight Adjustable Foot "E"
(Part No. 35)

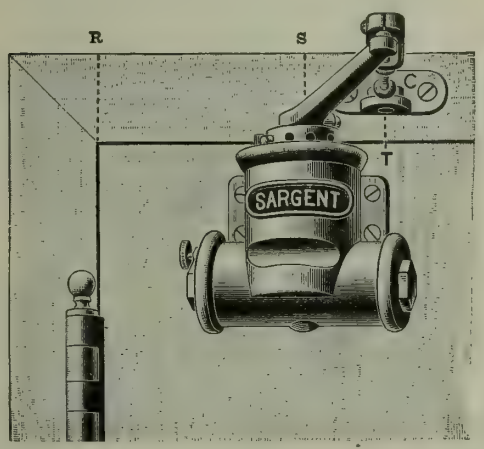
The unsightly and unsatisfactory soffit, corner and flush hanging brackets heretofore in use are not now required because of Sargent's Improved Method of Applying Door Checks with detachable feet. The arms, instead of protruding into the room, lie parallel to the door. Sargent's Check, by our method, draws the door toward, instead of away from the hinges.



Angle Adjustable Foot "D"
(Part No. 34)

Get the Business

It is in your town if you try for it, and there is money in it for you. Convince these neighboring merchants that they need Sargent's Liquid Door Check and Spring and that now is the time to have it applied.



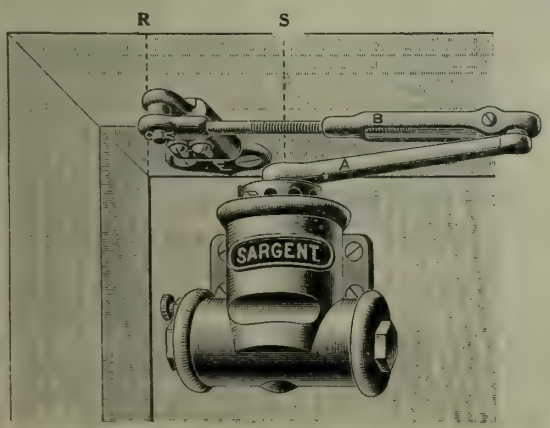
Check attached to Right Hand Door. Can be used on Left Hand Door without changing the Spring or any of the parts.

Begin Early

Many buildings in your town will need this Check during the coming winter. Look around and with a little effort you can increase your profits by supplying the schools, office buildings, hospitals, churches, public buildings, libraries, fire houses, hotels, stores and dwellings.

Sargent's Liquid Door Check and Spring

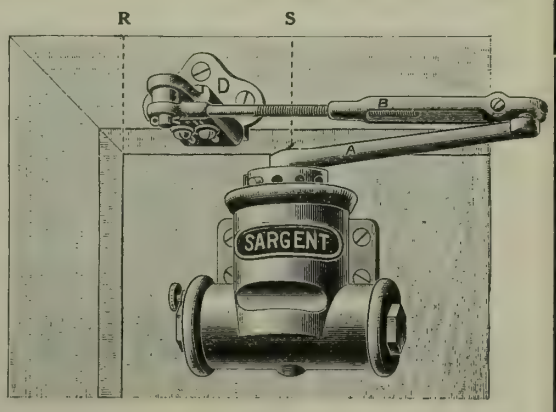
Simple, Strong, Durable. Suitable for all Doors. Easy to Apply, Regulate, and Keep in Order. Compact and Powerful Spring. Prompt and Effective in its Action.



Check attached to Left Hand Door with Straight Adjustable Foot. Can be used on Right Hand Door without changing the Spring or any of the parts.

LEWIS BROS.
LIMITED
MONTREAL

Ottawa, Toronto, Calgary, Vancouver



Check attached to Left Hand Door with Angle Adjustable Foot. Can be used on Right Hand Door without changing the Spring or any of the parts.

ANIMAL TRAPS

FURS ARE VALUABLE

ALL HARDWARE MERCHANTS SHOULD HANDLE TRAPS

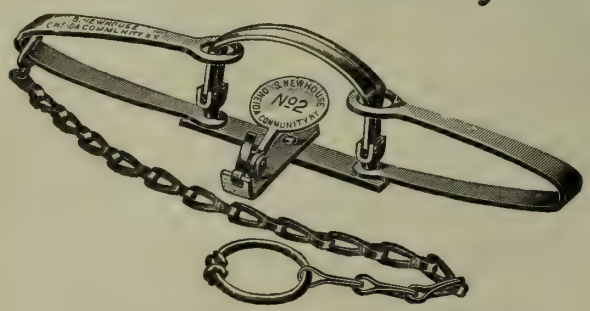
Will soon be in great demand



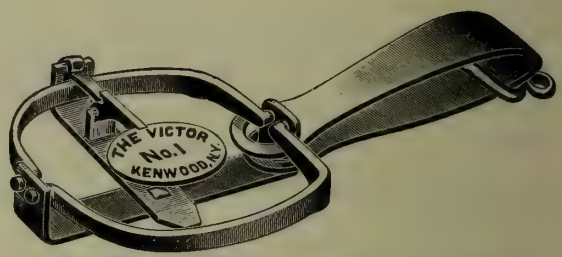
Get after this business—It pays

Place your order for this line

NOW

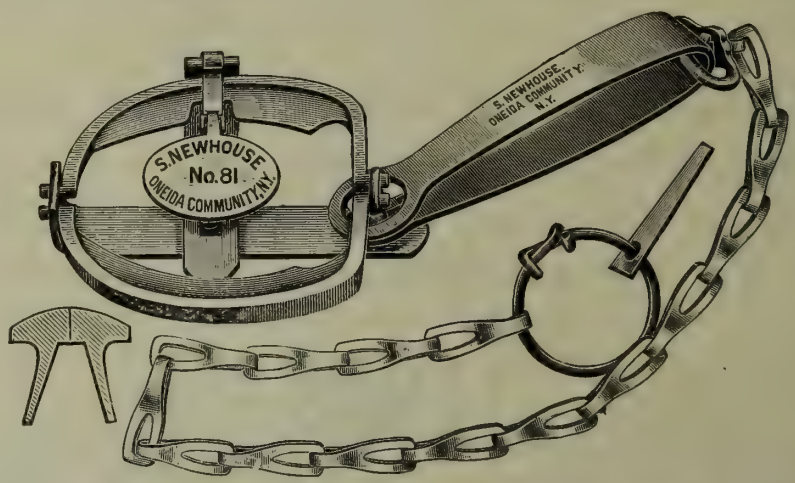


H. & N. Traps With or without chain



Victor Traps—With or without chain. Six sizes

¶ These Traps are thoroughly inspected and tested before leaving factory.



¶ The springs are made from the best crucible steel, and will hold their temper.

No. 81—4-inch webbed jaws; prevents animal from gnawing off its leg

Ship promptly *Ask our travellers about this line* *Ship promptly*

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.



"Samson" Weatherproof Ready Roofing

adaptable to roofs of any kind and very easy to apply. Tell your customer it will keep out wind, rain, snow and dust, and "Samson" has a tendency to last—needs no coating.

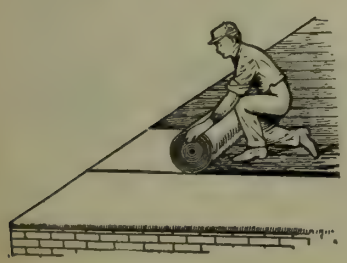
Mr. Merchant, now is the time to sell "Samson" Roofing, for now is the time it is being used.

High Quality—Low Price

You may procure "Samson" in 36 inch rolls of 1 square (108 square feet) in three different plys, viz: one, two and three, with nails, caps and cement carefully packed inside the roll. A roofing is never really known until it is tested. Write for prices and samples.

A superior brand of ready-made, up-to-date roofing.
Good where any good roof is needed.
Will stand tropic heat or arctic cold.
Looks like rubber, but has no rubber in it.
Has no tar in it. Has no odor.
Can be laid by any intelligent workman.
A perfect non-conductor—the best insulating fabric made.
For all commercial purposes, practically fire-proof.
It is vermin-proof. Rats will not touch it.
Under stable floors it is most excellent.
Acids cannot affect it like tin or iron.
It is tight, pliable and waterproof.
It is cooler than iron and more durable than tin or shingles.
It is not coated with a mass of spongy fibre which holds water and is soon soaked off.
It is not backed with asphaltum or rosin, and when properly laid, there is little, if any, expansion or contraction.
It makes a fine, plain flooring, taking the place of oilcloth.

H. S. Howland, Sons & Co., Limited

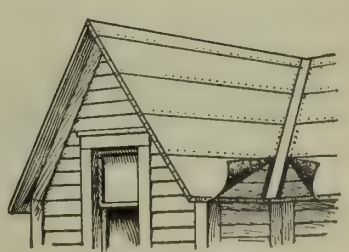


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We Ship Promptly **Our Prices are Right**

GRAHAM NAILS ARE THE BEST





The Brand of Saw his Grandfather used in 1840 is still BEST to-day

It's time that tells in saw service. Don't buy a saw that will last but a short time. Buy a saw that you can hand down to your grandchildren with pride in its sawing qualities.

Disston Saws

The Saws With a History

have been giving universal satisfaction for nearly seventy years. Hundreds are in use to-day that were made long before the Civil War.

Disston Saws are manufactured from our own Special Steel under the constant supervision of noted experts; steel particularly adapted for saw purposes, hardened and tempered by our patent process. Every inch of steel is perfect, every tooth is a clean cutter, and every saw is the best money can buy.

Avoid the irritation of constant saw troubles—save time, money and temper—by adopting and using a Disston whenever there's sawing to be done.

It's yours—The Disston Hand Book on Saws; a mine of saw information that interests Manufacturers, Contractors, Builders, and even the Man-About-the-House. A request brings it FREE. Address:

HENRY DISSTON & SONS, Incorporated

KEYSTONE Saw, Tool, Steel and File Works

PHILADELPHIA, - - - PENNSYLVANIA

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ALL GRADES

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M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

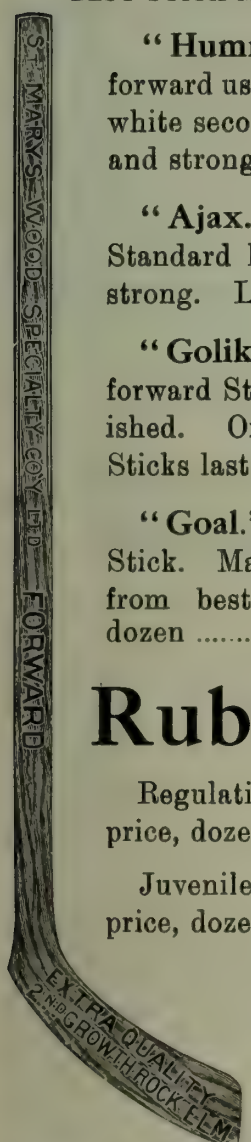
Hockey Supplies

ANTI-BLISTER

Hockey Sticks

Specially Shaped to Suit Leading Hockey Players.

BEST STICK MADE IN EVERY WAY.



"Hummer."—Special Stick for forward use. Made from best selected white second growth rock elm, light and strong. List price, dozen.... **4.90**

"Ajax."—Special defence Stick. Standard length, best rock elm, very strong. List price, dozen..... **5.40**

"Golikem."—A medium weight forward Stick. Rock elm, well finished. One of our most popular Sticks last year. List price, doz., **2.85**

"Goal."—One-piece goal-keeper's Stick. Made without nails or glue, from best rock elm. List price, dozen **5.25**

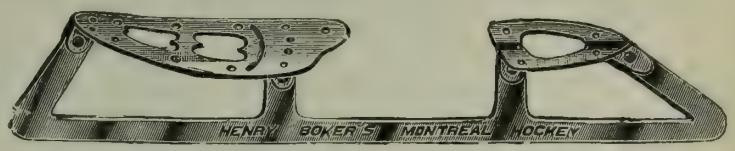
Rubber Pucks

Regulation, 3-inch diameter. List price, dozen **2.10**

Juvenile, 2¼-inch diameter. List price, dozen **1.07**

Our Skates Are Further Improved this year in Many Ways.

WE SHOW THREE POPULAR ONES HERE



No. 5557.—"Montreal" Hockey Skates.—Extra fine quality tempered tool steel runners, nickel-plated. List price, pair..... **4.13**



No. 5577½.—"Hockey King." Extra fine quality tempered tool steel runners, very light, nickel-plated. List price, pair **3.30**



No. 78.—"Janus." Best quality forged and tempered steel runners, nickel-plated. List price, pair..... **2.00**

Skate Straps

Black Grain Leather, 21 and 36 inches.
Split Russet Leather, 21 and 36 inches.

DISCOUNT TO DEALERS

Our 1909 Sporting Goods Book shows full line

Caverhill Learmont & Co.

Montreal and Winnipeg

Crescent Brand
Registered



Quality is Rewarded

We have shipped so far this year **4** times as many Butts and Hinges as we did last year—and have not had one complaint about quality or workmanship.

The merchants who handle "Crescent Brand" Butts and Hinges know how their trade has increased.

You can get them direct if your dealer will not supply you—and they cost no more.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, CANADA



The McGLASHAN, CLARKE CO., Ltd.,
NIAGARA FALLS, CANADA

Always in Demand!

These three pieces, in neat satin-lined box, are the very thing you want--a dainty set for the little ones. They are heavily plated with pure silver, and are very artistically finished and durable.

Send for Catalogue of our
Swiftly Selling Specialties.

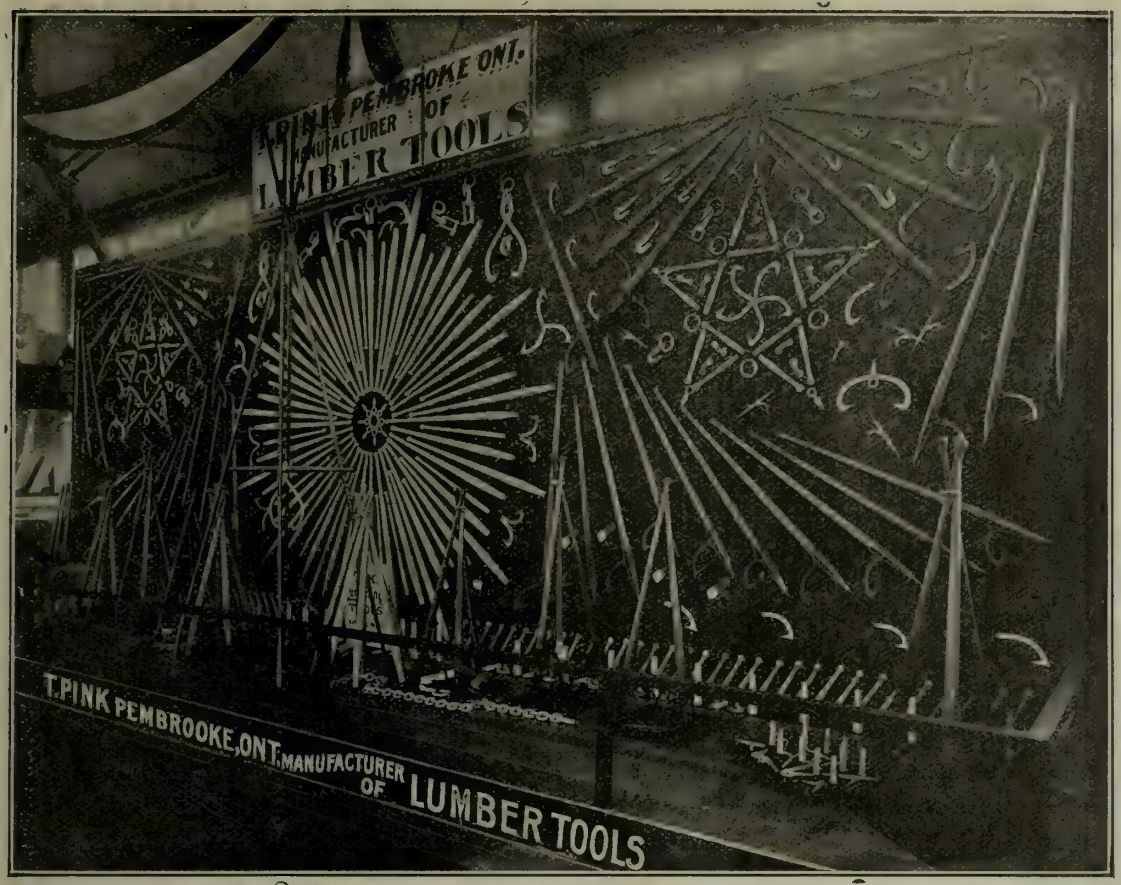
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N. F. GUNDY, 61 Albert St., Toronto.
DAVID PHILIP, 291 Portage Ave., Winnipeg.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

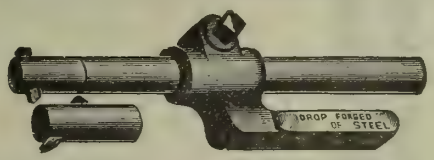
Long Distance Phone No. 87

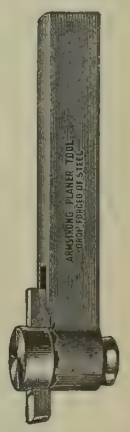
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ARMSTRONG TOOL HOLDERS

THE WORLD'S STANDARD LATHE AND PLANER TOOLS







Planer Tool

NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.

This is our new IMPROVED

PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.



Do you want our new catalog?
It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE"

106 N. Francisco Avenue, CHICAGO, U.S.A.



Last Minute Men

generally run short in stocks which necessarily means a loss of business to both the producer and manufacturer, and more especially when your requirements are not properly catered to.

WHY NOT anticipate and standardize your requirements at a base of supply where experience, workmanship and equipment have produced an output which the keenest buyers are purchasing for the most intricate and specially constructed materials.

Our products embrace nearly everything in **Steel** and **Wire** which necessitates our condensing list which we give below. Special catalogue or complete list of products supplied on request.

Wire
of every description.

Electrical Cables
to any specifications.

Shafting
Flat, round, square, hexagon.

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Beams, channels, tees, angles, zees, etc.

Rails
Standard or Special.

Springs
all kinds.

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Standard or Special.

Rail Bonds
Standard or Special.

Plates and Sheets
for any purpose.

Forgings
Axles and Specials.

Nails and Tacks
for any purpose.

Wire Rods
Open hearth or bessemer.

Concrete Reinforcement
All meshes.

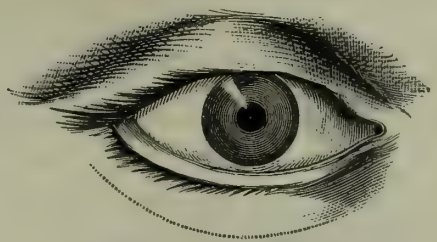
Bars
for all requirements.

Hoops & Bands
Flared or flat.

ENQUIRIES SOLICITED

UNITED STATES STEEL PRODUCTS EXPORT CO.

MONTREAL

Taylor's  Cutlery

WITNESS



KEEPS THE EDGE



WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Are you alive

to the possibilities of supplying the builder with his Structural Steel? It is being used more and more in every class of building throughout the Dominion. Prove yourself to be alive by getting after this profitable trade. We will quote prices for you and assist you all we can. There's money in it for you.

Write us to-day for particulars.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

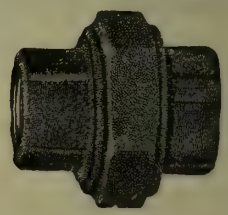
Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

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Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

Here We Are Again

The old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

HOCKEY STICKS



ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.

When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

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BIRMINGHAM, ENGLAND *LIMTIED*

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



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BUILDERS', CABINET, FANCY AND NAVAL BRASSFOUNDRY

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ARCHITECTS' OWN DESIGNS AND SPECIAL REQUIREMENTS CAREFULLY EXECUTED

WIRE

Wire Nails Wood Screws

Bright Wire Goods

Galvanized Clothes Line Wire

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

Look for this trade mark. The guarantee of quality on all wire goods.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

Dominion Wire Manufacturing Co., Ltd., Montreal



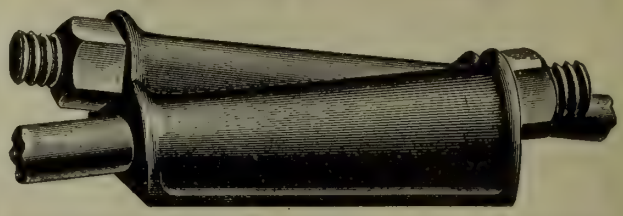
The "DILLON" Hinge Stay Fence

is the BEST because it has joints in the upright in every strand wire, and will give under pressure, without bending or breaking the stays. The mesh is square, and this fence cannot be broken down by weather, ice, snow or animals, and—it is no dearer than an inferio fence. Send for prices.

THE OWEN SOUND WIRE FENCE CO., Limited
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SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
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TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.
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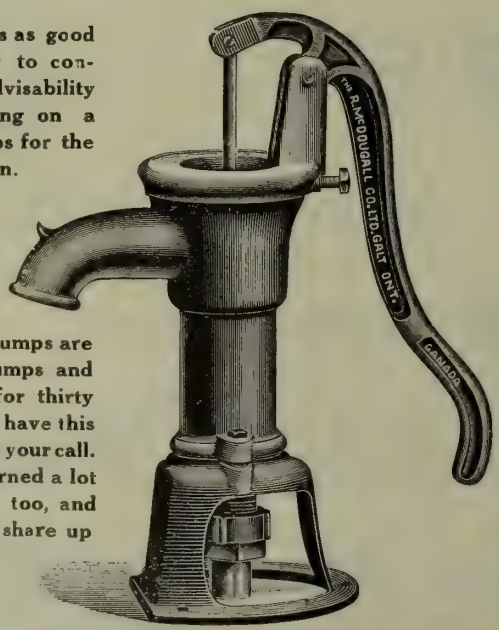
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
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About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.

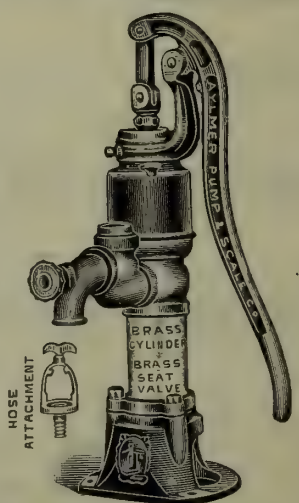


McDougall Pumps are Standard Pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up

Remember "Aremacdee" is a guarantee.

The R. McDOUGALL CO.
Galt, Canada LIMITED

THE AYLMER
DOUBLE ACTING HOUSE FORCE PUMP



With Cock Spout and Reversible Handle, has Brass Cylinder, fitted with Brass or Glass Valve Seat. Arranged to drop the water to prevent freezing.

The reversible handle can be placed at any angle, thus making either a right or left hand, or straightaway pump, as desired. It is built on the plan of our submerged Cylinder Well Pump, is double acting, has heavy seamless brass upper and lower cylinder with brass or glass valve seat and expansion plunger bucket. It is compactly built and very powerful. The base is a new and neat design and is attached to the cylinder by means of three heavy cap screws.

The expansion plunger is a feature not found on any other make of pump. By means of the rubber disc in connection with the cone-shaped stem, the leather on the upper plunger can be expanded by means of an ordinary wrench, turning the adjusting nut on top of pump to the left without removing the pump from the well. This enables the user to keep his pump in proper adjustment without the expense of a pump expert.

WE SOLICIT YOUR ENQUIRIES

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

"How Use Doth Breed a Habit in a Man!"

Are you cultivating HABITS that will add to your business reputation and increase your profits? Those Hardwaremen whose CUSTOM it is to indent for

Bryan's Brooms, Brushes and Woodenware

are reaping their reward in increased trade and larger profit. Are you among their number? If not—fall into line at once.

Thomas Bryan, Limited, London, Canada

*Western Representatives:—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***

GET AHEAD OF THE TIMES

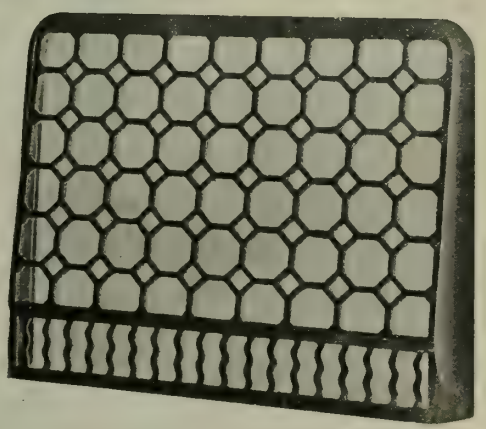
by carrying our new, effective and artistically designed COLD AIR INLET, which matches our sidewall register. Remember the name, the

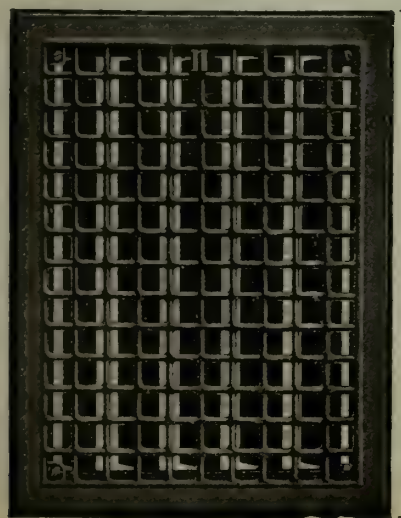
"DOMINION" COLD AIR INLET

which is made in 3 sizes of japanned black, electro-plated, oxidized copper and nickel-plated.

SEND FOR QUOTATIONS.

Manufactured by A. Welch & Son *TORONTO Canada*





H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICGO, ILL



Just a Reminder

The success of the "Pandora" is universally known and it receives world-wide recognition as the best cooker on the market—since success has been achieved we need not present the striking exclusive features of the "Pandora."



Doesn't this appeal to you as higher development in stove manufacture?

Let us send you a booklet.

London, Toronto, Montreal, Vancouver,

McCLARY'S

Winnipeg, St. John, N.B., Hamilton, Calgary.

MOFFAT'S NATIONAL STOVES

Weston, Ont.

Winnipeg ***Calgary***



Sugaring Buns

on the Canada B. The whole shelf and pan slides out. Just the thing for basting a roast or turkey.

The Canada B Steel Range

It is a pleasure to sell the Canada B. Satisfied customers are quite willing to pay a little more for this handsome range. If you wish to increase your sales and make a reasonable profit, write for the exclusive agency for your town. Made only by

The Moffat Stove Company - Weston, Ont.

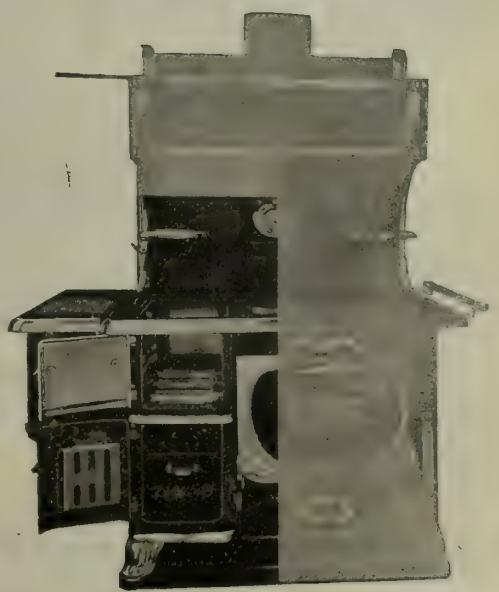


The Design and Construction of High Closet

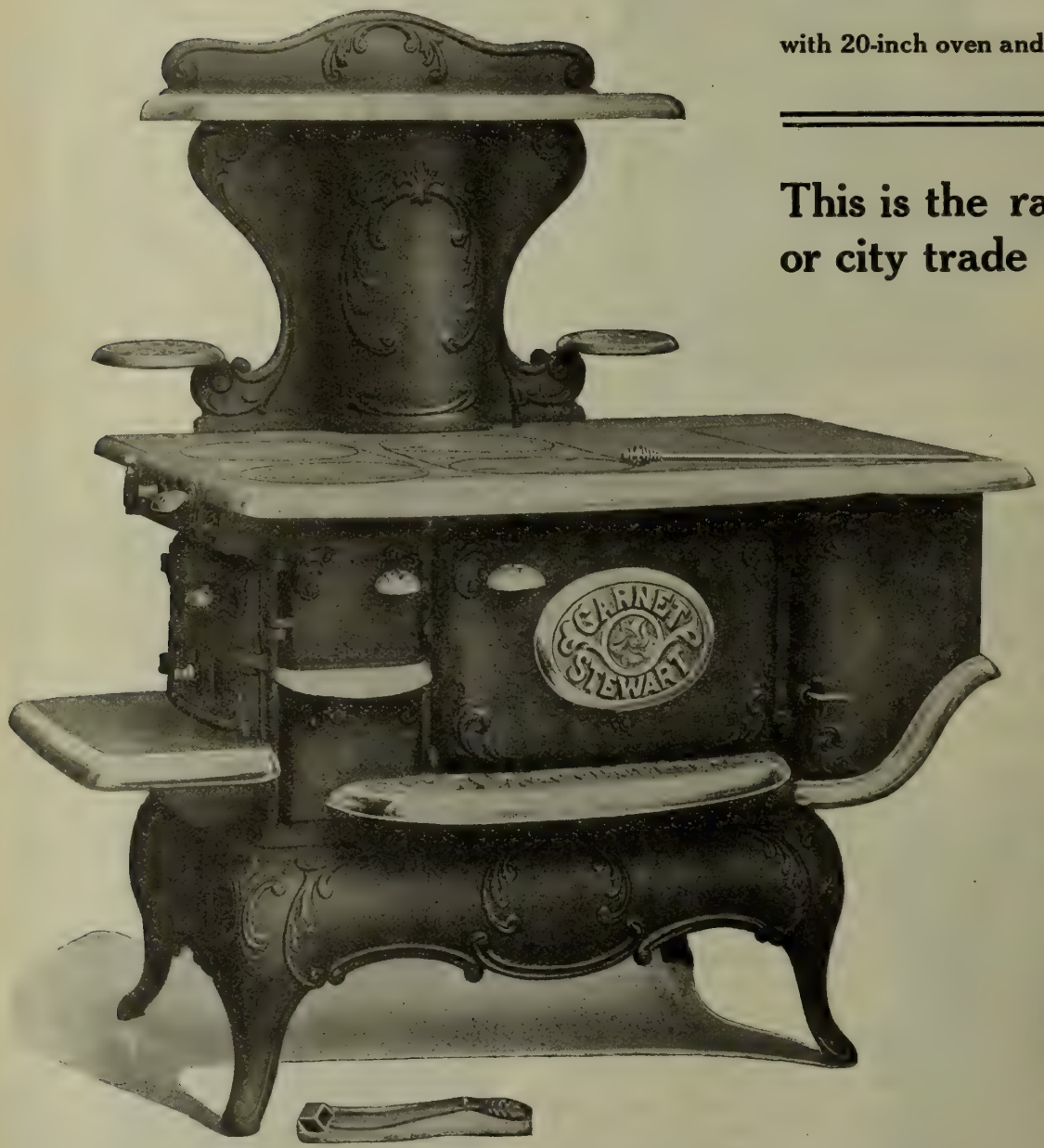
is registered. The door is in one piece, opens down and forms a shelf; does away with breaking dishes or bruising your fingers like the roll-over door on other makes; also gives larger opening in door frame.

The roomy Ash-pan

just fits under the clean-out door; the door frame has a projecting mouth for this purpose; open this door just off the catch for keeping fire over night. Steel ovens are made from No. 12 gauge Breton stretched steel.



GARNET "GOOD CHEER" RANGES



with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

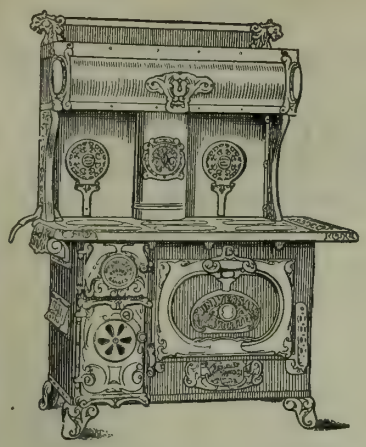
We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

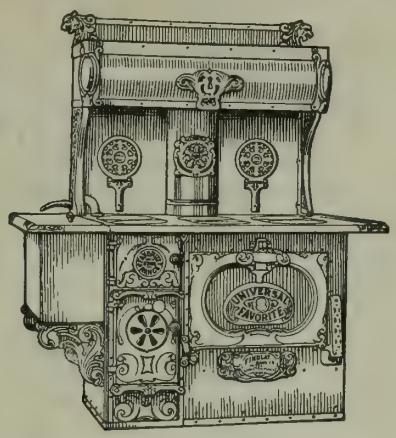
Let Us Hear From You

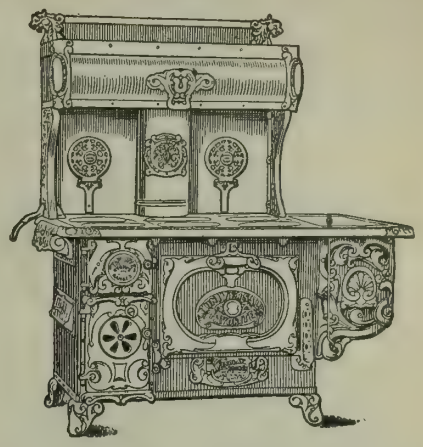
The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

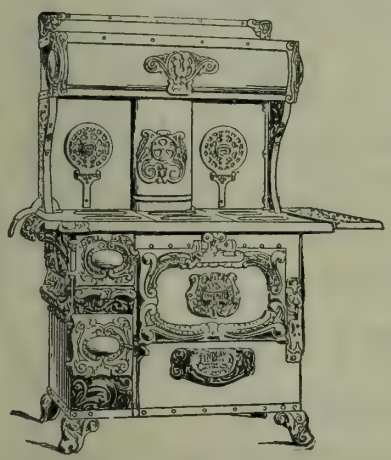
Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba







Universal Favorite with Right or Left Hand Reservoir, 19 and 21 inch Ovens



Capital Favorite

FAVORITE STEEL RANGES

will increase your sales, satisfy your customers, give you larger profits. None better made.

RANGING IN PRICE FROM

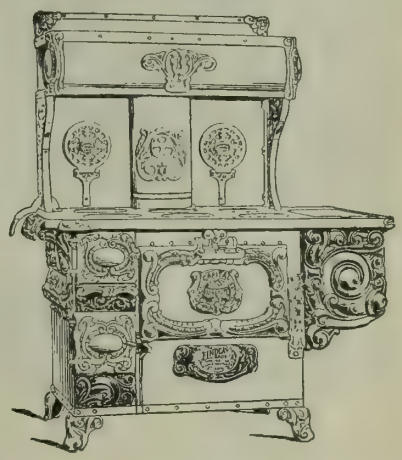
$10.00 to $50.00

FINDLAY BROS. CO., LIMITED

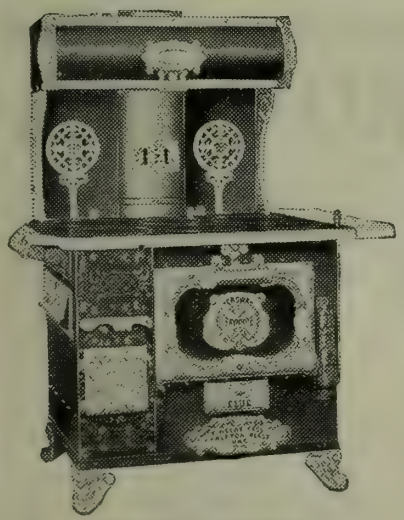
CARELTON PLACE, ONT. and WINNIPEG, MAN.

Distributing Agents:
Stewart & Co., Toronto; D. V. Cope & Co., Calgary; Revillon Bros., Edmonton
H. H Dryde, Sussex, N.B.

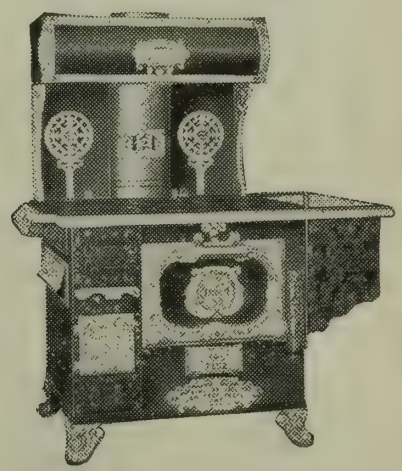
IT IS GOOD BUSINESS TO ALLY YOURSELF WITH A SUCCESSFUL HOUSE



Two Sizes, 18 and 20 Inch Ovens



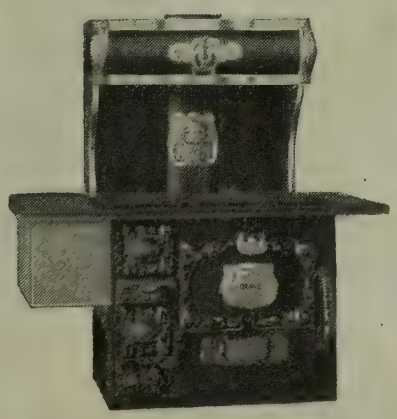
Crown Favorite



Two Sizes, 16 and 18 Inch Ovens



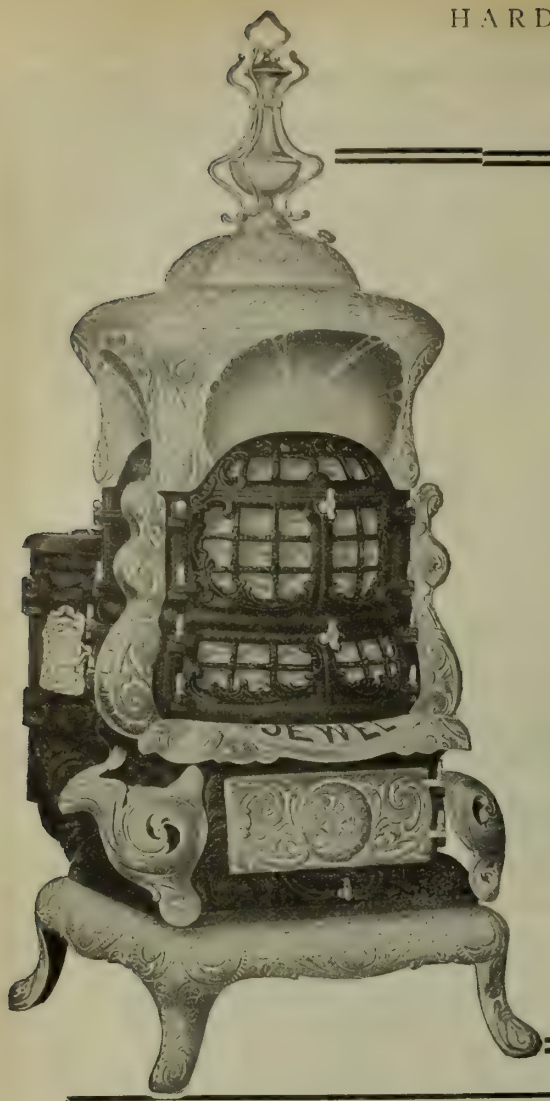
Gleaner



Colonist, 18 Inch Oven



Two Sizes, 14 and 16 Inch Ovens



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater
With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.

The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been re-dressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.

Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED
Hamilton, Canada

YOUR BUSINESS BAROMETER



will stand at "Set Fair" if if you sell our

"Empire Oak" Stoves

OUR exceptional facilities, great experience and large output enable us to offer them at a very low price. But at the same time, in effectiveness, finish, durability and construction, they are second to none on the market. They will burn coal, coke or wood, and are made in 4 sizes. Shipment can, as a rule, be made the same day as order is received.

Send for our catalogue

THE CANADIAN HEATING & VENTILATING CO.
OWEN SOUND, ONTARIO LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C.

CONGO

"NEVER-LEAK" ROOFING



CONGO is a roofing that is made and sold in handy rolls all ready to lay. Nails, cement and caps in sufficient quantity are packed inside so that there is nothing else to buy. The caps are galvanized iron instead of the usual tin and so they do not rust. Ordinary caps soon rust and become useless. Leaks and trouble result.

Any man can lay Congo Roofing. It demands no special skill or experience.

Congo is applicable to any building and to any kind of roof, although it will give best results on sloping roofs. It can be laid on farm buildings right over old shingles; it is so tough that the rough surface will not hurt it. It can be used on factories and the fumes of coal smoke will do it no damage.

Congo suits every purpose and every purse, because it is made in three grades, namely: 1-ply, 2-ply and 3-ply. The 3-ply is guaranteed for 10 years. The guarantee is a real *guarantee*, and does not require a lawyer to enforce it for you. It consists of an Insurance Bond issued by the National Surety Company and is enclosed with each roll of Congo Roofing ready to be filled out and sent in for registration.

Samples of Congo and new booklet mailed free on request.

United Roofing & Manufacturing Co.

PHILADELPHIA, PA.

Starke-Seybold Co.	Montreal
Mechanics Supply Co.	Quebec
S. Hayward Co.	St. John, N.B.
Geo. E. Smith & Co.	Halifax, N. S.
Hobbs Hardware Co.	London, Ont.

Southam's Shipping Tags

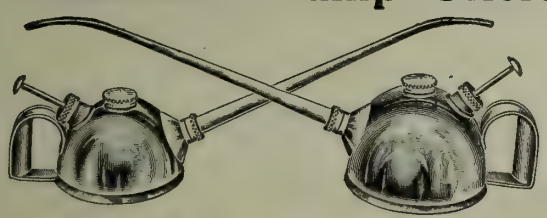


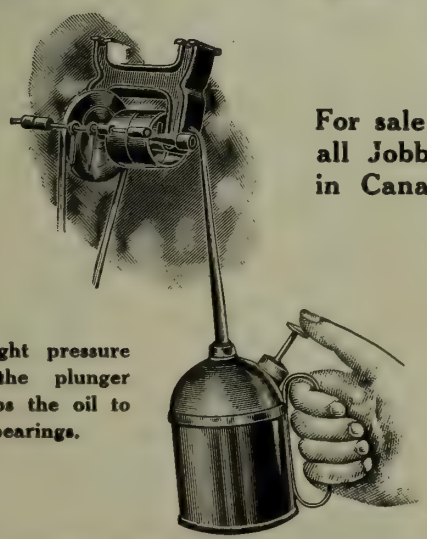
The uniform Standard Stocks used in Southam's Tags — Shipping or Factory Tags — give a high degree of satisfaction.

Manufactured in seven grades of stock from light weight manilla tag to heavy untearable linen. Suitable for all purposes.

SOUTHAM LIMITED
MONTREAL

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)
MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.



PERFECTION HOT BLAST

For Coal **An Air-tight Heater**

With front door. Has cast top and bottom, air-tight fit. An entirely new Hot Blast for this season.

When desired it can be furnished with brick linings instead of cast linings without extra charge.

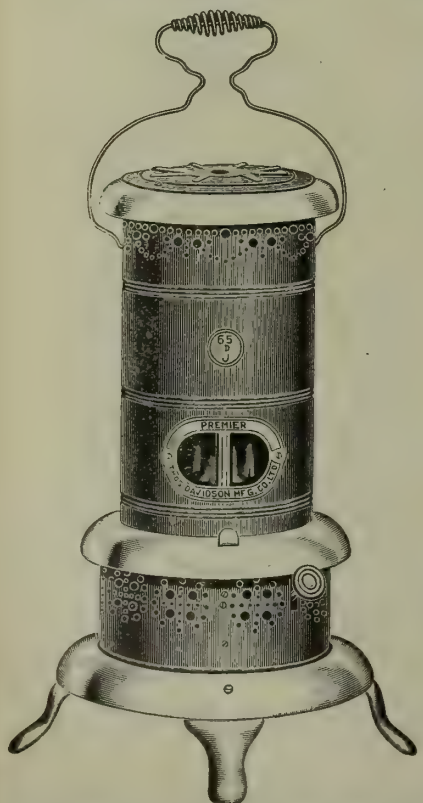
Nos.	Diameter	Height to Top of Urn
30	13-in.	48-in.
31	15-in.	49-in.

Full particulars and prices on application.

The Jas. Smart Mfg. Co., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

"Premier" and "Colonial" Oil Heaters



Produce intense heat without smoke or odor.

Just the thing for the chilly Fall Evenings.

Safe and simple as a lamp in construction.

Are provided with Bail Handles and can be placed just where the heat is most needed.

A gallon of oil is all that is required for 8 hours comfort.

Ready for use at a moment's notice.

Lights as easily as gas and gives immediate results.

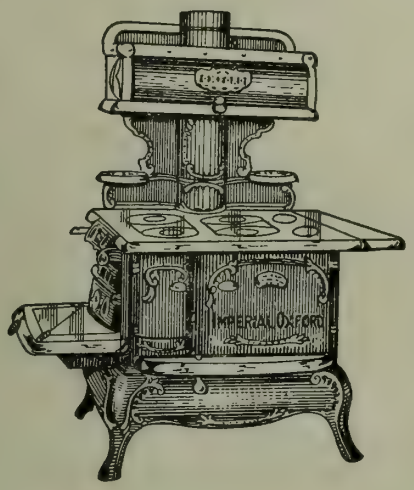
65-J Premier, Nickeled Trimmings, Brass Fount - - -	Weight (crated) -	19 lbs.
	Height (bail down) -	25 inches
	Diameter of base -	17 inches
50-J Colonial, Japanned Trimmings, Steel Fount - - -	" " upper drum	8½ inches
	Capacity of fount -	1 gallon

WRITE FOR PRICES

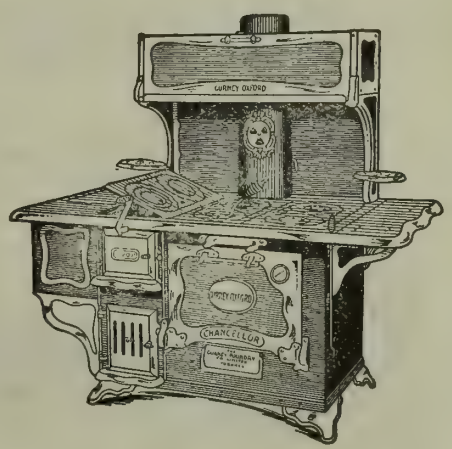
The Thos. Davidson Manufacturing Co., Ltd.

MONTREAL and WINNIPEG

Quality Talk



That's what finally counts. No matter what you sell, it's a certain sure thing the article of **genuine** merit brings **popularity** to your store, and satisfaction to the purchaser. This is a truly applicable saying when applied to the stove business and worthily instanced in the **Imperial Oxford** Cast Range and the **New Chancellor** Steel Range. The dealer who displays either of these two lines on his floor has the evidence to back up his quality talk. Look into this matter of quality. Mr. Merchant—just see how important a factor it is in the ranges we have just mentioned. Then when you get interested, write us for our helpful plan—the livest, brightest kind of a stove proposition ever offered—do it now—it means—bigger sales for both of us.



The Gurney Foundry Co., Limited

Toronto

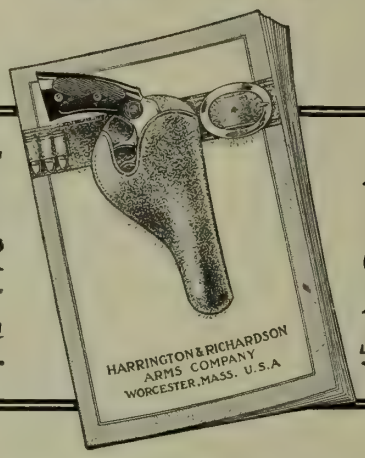
GURNEY-OXFORD

Hamilton **Montreal** **Winnipeg** **Calgary**
Edmonton **Vancouver**

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

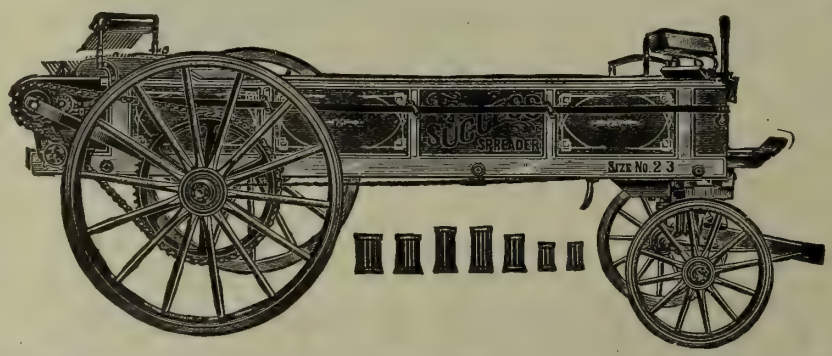
WRITE US TO-DAY

Harrington & Richardson Arms Co.
615 Park Ave., Worcester, Mass.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

DIRECTORY OF MANUFACTURERS

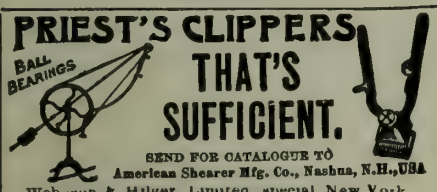
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.



X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



FOODCOOKEDPROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

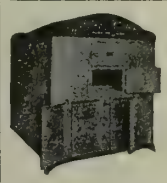
METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp
Horse Nails, Etc.
Best in Canada

PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

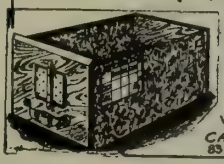
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.
ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

TOOLS.



OUR OFF-SET
TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.



STOVE REPAIRS.

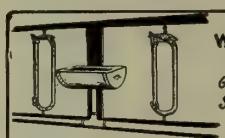
Phone College 4877

JONES BROS.

302 Christie St., Toronto

Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

STEEL TANKS.



GALVANIZED STEEL
WATER BOWLS & STANCHIONS
A new, up to date line.
GALV. STEEL THRESHERS' TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.

Get our prices - they are low!

The Steel Trough & Machine Co., Limited
TWEED - ONT.

VENTILATORS.



Ventilators and Chimney Cowls

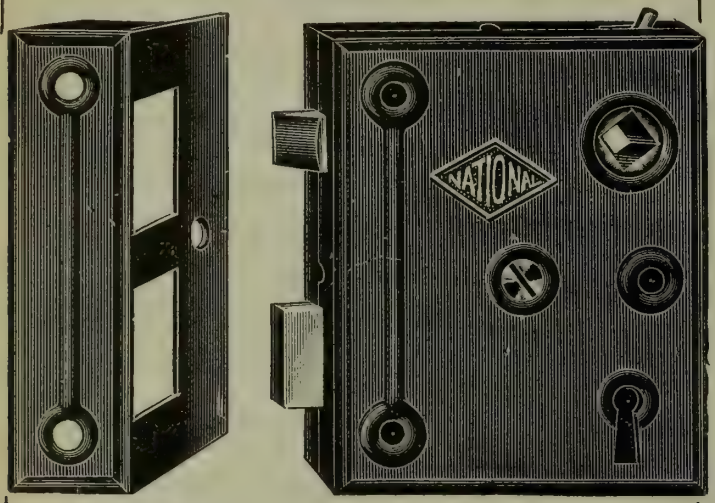
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

THE BUILDER 'WHO KNOWS' USES ONLY

Steel Rim Locks

They are the strongest, safest and most durable rim locks manufactured and the National Brand is the best steel rim lock.



ORDER FROM YOUR JOBBER.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

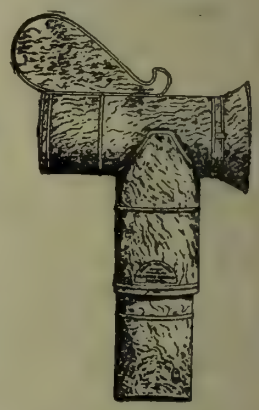
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



MONTREAL, June 12th, 1903

J. W. Harris Mfg. Co. Ltd.,
Montreal.

GENTLEMEN:

Answering yours of June 1st, I am not personally familiar with the merits of the "J. W. HARRIS ROTARY VENTILATORS," but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, hateau Frontenac, Windsor St. Station, and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer

Made by

THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal



Self-Measuring Box Strapping



put up on individual hangers, 300 feet to the coil, 20 coils to the case.

So far ahead of the ordinary Box Strapping that there is no comparison.

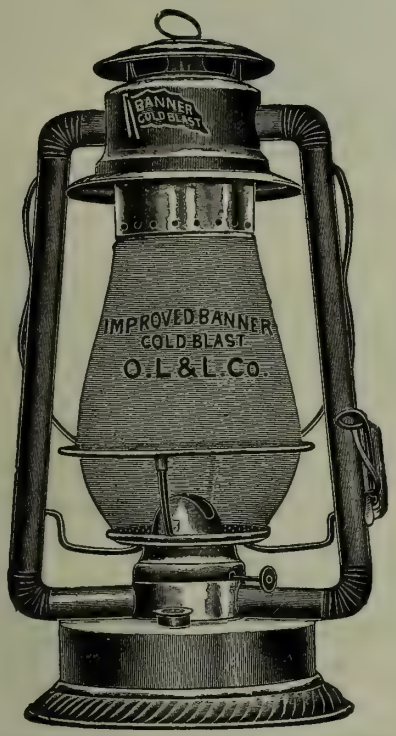
43 Scott St., TORONTO

J. N. WARMINTON

207 St. James St., MONTREAL

BANNER
TRADE MARK.

REPUTATION



AS MAKERS OF

Coal Oil Lighting Specialties

SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

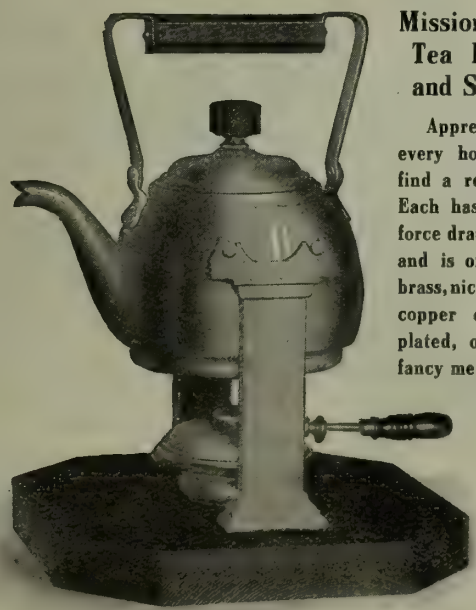
TO THE TRADE

THEY ARE FULLY GUARANTEED

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

"The Cup that Cheers, but not Inebriates"

is made to perfection on one of our



Mission Style Tea Kettles and Stands.

Appreciated in every house, they find a ready sale. Each has asbestos force draught lamp, and is of polished brass, nickel plated, copper or silver-plated, on oak or fancy metal base.

Send for our Complete Catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 51 Yonge St., Toronto

"Brantford" "Roofing"

FREE

A Series of Retail Ads

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited
Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited
Market and Louise Sts.
Montreal Branch: 300 St. James St., Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO — ST. JOHN
MONTREAL — WINNIPEG
HALIFAX — VANCUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

"SILEX"

AUTOMATIC GREASE CUPS

Are Strictly High-Grade

They are used by all leading Engine builders in Canada and you will have calls for this style of cup.

Put in a small stock for trial. Page 56 of our catalog No. 22 illustrates this line.

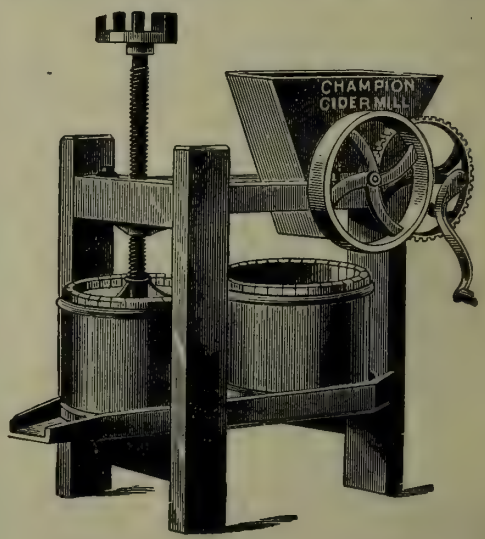
Your jobber stocks them.

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



We manufacture complete lines of

ENGINEERS' BRASS and IRON GOODS
PLUMBERS' SUPPLIES
MARINE and LOCOMOTIVE BRASS WORK
BRASS RAILING WORK, ETC.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If requiring anything in these lines we can supply you, and at prices as low as consistent with "THE BEST GRADE ONLY."

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West, - - TORONTO

TORONTO Gendron CANADA

The Whitcomb Barn Door Latch, shown below, sells at sight.



BUSINESS BRINGERS

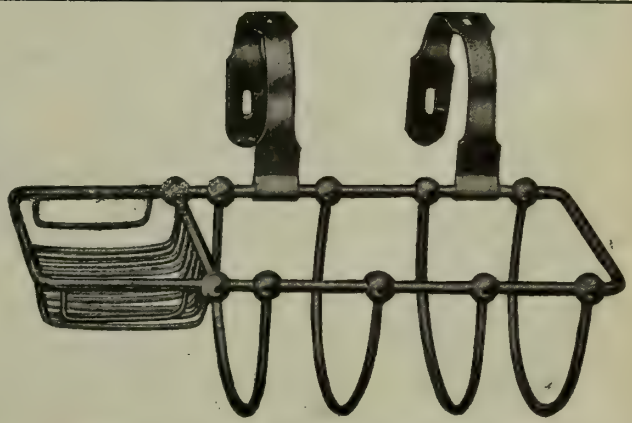
A department that you can very profitably add is

BATHROOM FITTINGS

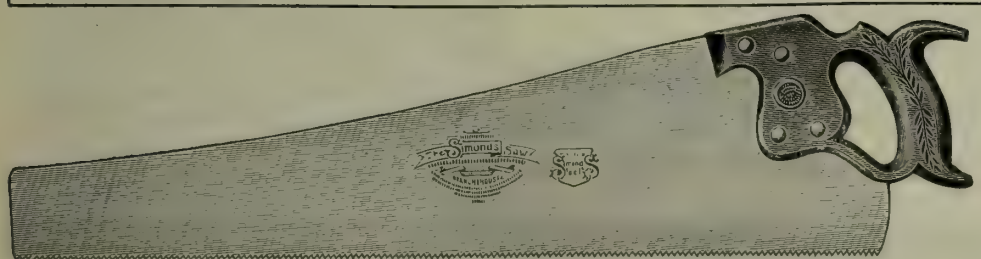
We manufacture a very wide range of Soap and Sponge Holders, Towel Rails, Sanitary Paper and Glass Holders, etc., in nickel-plate, glass and opal. Send for price list.

We do all kinds of Steel Stamping and Die Work. All goods made in Canada.

The Gendron Mfg. Co., Limited
TORONTO



Soap and Sponge Holder—in nickel-plate



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

WE MAKE IT
in 3, 4, 5, 6, and 7 inches
The Cooper Patent Dustless Stove Pipe Elbow



The COOPER Elbow is certainly in every respect the best Stove Pipe Elbow made, having no crevices to catch the dust and making a very neat bend.

As some people, however, prefer the crimped pattern, we also make the O. H. Stove Pipe Elbow.

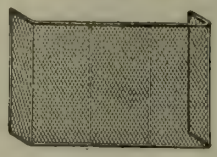
Both these styles are made of a fine quality of blue-black steel.

The COOPER Elbow, 6 and 7 inch, is crated 1 dozen in a wooden crate. The O.H. Elbow, 6 and 7 inch, is wired 1 dozen in a bundle.

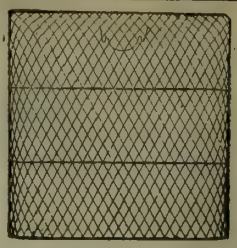
Stock up now for your fall trade. Manufactured by

E. T. WRIGHT & CO.
HAMILTON - - CANADA

SPARK PROOF FIRE GUARDS AND FENDERS

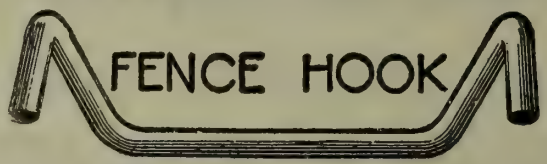


We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



CANADA WIRE GOODS MFG. CO., Hamilton, Ont.
We manufacture all grades of ***Wire Cloth and General Wire Work.***
We solicit your inquiries.

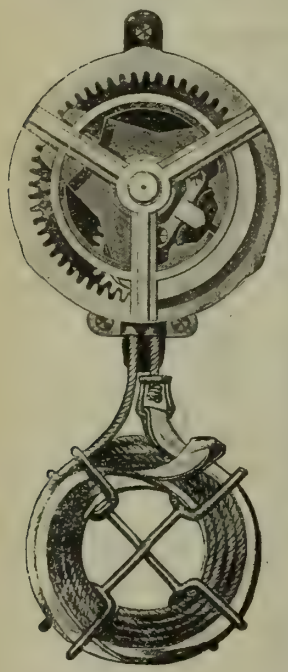
GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited. - London, Ont.

EFFICIENT FIRE PROTECTION
no matter what the style of building may be, can be effectively assured by the use of a



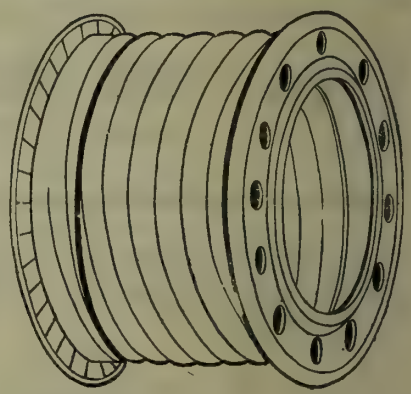
Davy Automatic Safety Fire Escape

It is no longer a question of protection—but of the greatest amount of protection at the least expense. The Davy solves this problem by being the best escape which can be made at any price. The Davy gained the $100 prize awarded by The Commercial Travellers' Association for the best escape a splendid testimonial to its efficiency. Write for booklet and prices. You can handle this line most profitably.

United States Fire Protection Co.
UTICA, N.Y.

CARRIAGE SPRINGS & AXLES
ANCHOR BRAND
GUELPH AXLE WORKS
THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

GOOD PROFITS FOR THE HARDWARE MERCHANT
who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nails nd hardware specialties.

The McBrien Mfg. Co., Limited
Dovercourt - - - - - - - - Toronto

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency
313 New York Life Building - MONTREAL

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors.)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.
Works: Don Speedway, also Victoria St., - - - TORONTO



THE

"DAISY"

Indoor Sanitary Earth Closet

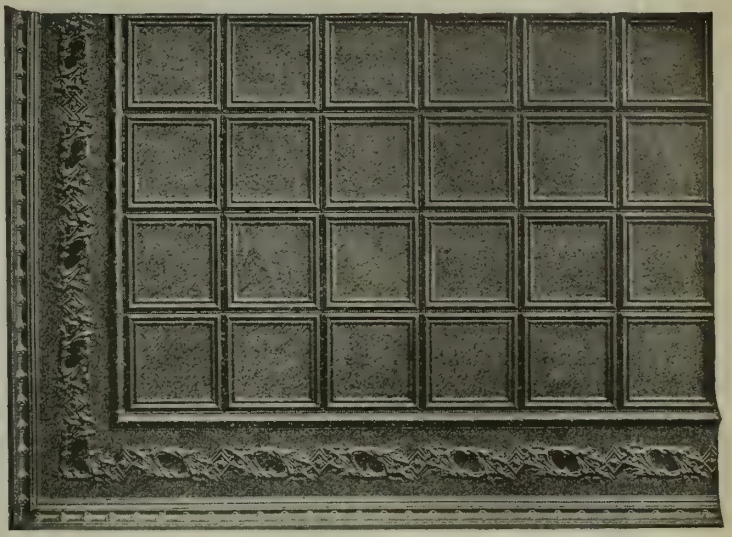
fills a long-felt want wherever a W.C. cannot be used.

It is made of metal, except the seat, is neat, compact and ventilated, and is easily set up. No odours can permeate it and it is thoroughly sanitary. Liberal discount to the trade. Write for a circular.

Price $10.00

THE TORONTO FURNACE & CREMATORY CO.
Limited
72 KING ST. EAST - - - - TORONTO

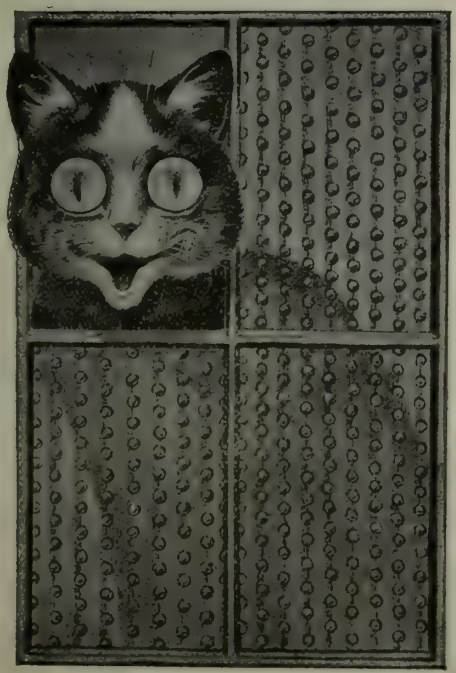
METAL CEILINGS



Before many years Metal Ceilings will be used almost universally. This is a wonderful field for the hardware dealer. Are you in line for the great development which is bound to come?

Our artistic Classified Designs will place you beyond the reach of competition. Write for a copy of our Free Trade Catalogue.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL



Cat's Eye Glass

This is the latest in Ornamental Glass. It obscures the view but not the light. Being made on a scientific basis it meets the present building conditions much better than the general run of flowery figured designs. Write our nearest office for price and sample.

The HOBBS Manufacturing Co., Limited

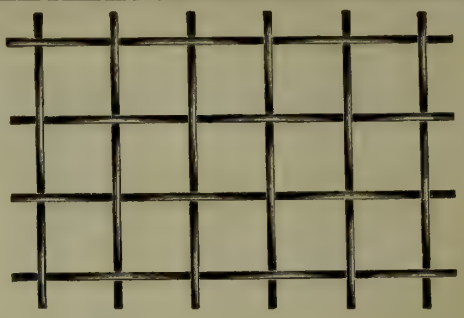
FACTORIES AND WAREHOUSE

TORONTO LONDON WINNIPEG

WIRE CLOTH

FOR

Sand Screens. Coal Screens. Cinder Sifters. Evaporators
Grain and Seed Cleaning Machinery. Milk Strainers.
Galvanized and Re-galvanized Cloth. Wire Lathing.
Window Protection. Malt Kiln Floors. Woolen Mills.
Smoke Stacks Mining Screens and for all purposes.



The B. GREENING WIRE COMPANY, Limited

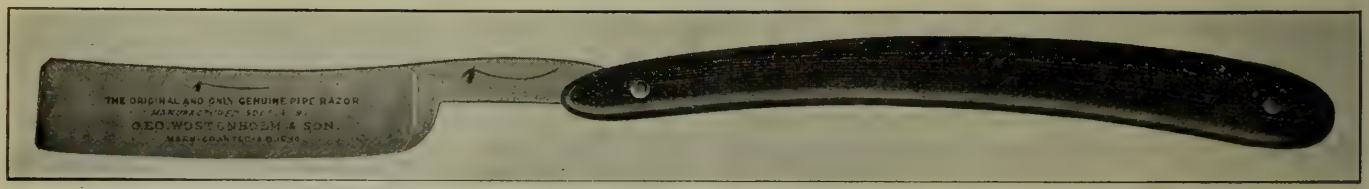
HAMILTON, ONT. MONTREAL, QUE.

WOSTENHOLM'S CUTLERY

Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal

THE ROOFING, CORNICE AND SKYLIGHT ANNUAL

The Book consists of three articles:

TIN ROOFING—The Roofing Bench, Putting Tin Together, Soldering, Flat Seam Roofing, Standing Seam Roofing.

CORNICE WORK—Equipment of Country Cornice Shop, Taking Measurements and Making Patterns, Cutting Cornice Miters, Attachment of Eave Troughs to Roofs of different kinds, Manufacture of Round and Square Leaders and Making Simple Ornaments.

SKYLIGHT CONSTRUCTION—Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters Pattern for Common Bar, Hip Bar and Jack Bars.

175 Pages *170 Illustrations,* *13 Plates*

Price $1.50 Postpaid

TECHNICAL BOOKS,

10 Front St. East, - Toronto



Lawn Fences

ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and erms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

The "Hardware" Clearing House

The "Want Ad." page of Hardware and Metal is a Clearing House where buyer and seller meet each week. Here the man who wants an opportunity finds the man who has one to offer.

The "want ad." is sometimes despised because it looks small, but remember it will carry your message within four days or practically every hardware merchant, stove and tinware dealer from Halifax to Vancouver. It introduces men whose interests are mutual, and facilitates an arrangement satisfactory to all concerned.

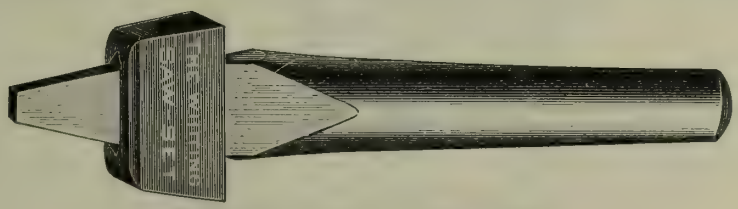
Rates: 2c. per word for first insertion; 1c. per word for subsequent insertion, and five cents for box number.

SEND CASH WITH ADVERTISEMENTS

HARDWARE and METAL

Montreal Toronto Winnipeg



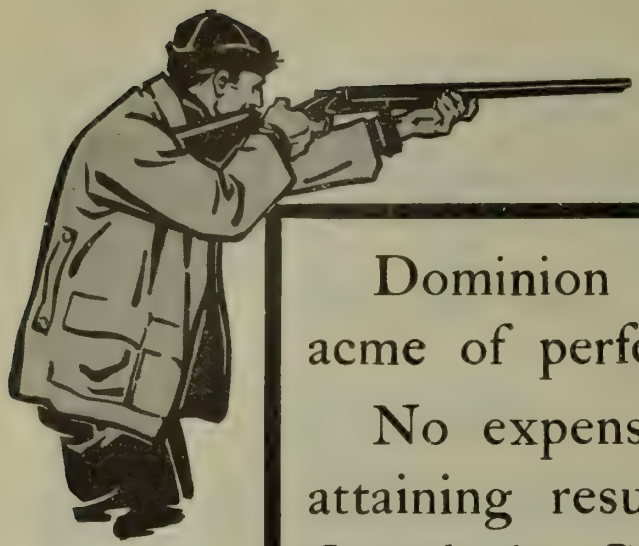


WHITING SAW-SET

None genuine unless stamped ***"Patented."*** Take no imitations.

If your jobber does not stock them, write us direct.

R. Dillon & Son, South Oshawa, Can.



PERFECT PRIMERS PATTERN AND PENETRATION

Dominion shot gun shells are the acme of perfection.

No expense or effort is spared in attaining results. Manufactured in Canada by Canadians but sold everywhere. Prices the lowest.

A new box free for every misfire of present product.

Dominion IMPROVED & PROVED Ammunition

Dominion Cartridge Co. Ltd., Montreal

KEMP'S Royal Tea and Coffee Pots

NICKEL PLATED

OF ATTRACTIVE DESIGN — HANDSOMELY FINISHED — HEAVILY NICKELED — WITH ENAMELLED WOOD HANDLES





Nos.	430	440	450	460	431	441	451	461
Pints	3	4	5	6	3	4	5	6

Packed separately in cardboard boxes. Put up 1 dozen in a case.

PRICES ON APPLICATION.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Importance of Window Displays in Holiday Trade

From Thanksgiving to Christmas a Busy Season for the Hardware Merchant—Trade Developed by Making Attractive Window Displays — One Window Can Well be Given up to a Special Display While Using the Other for Seasonable Goods—Harvest and Hallowe'en Displays Also Suggested.

With Thanksgiving Day only a fortnight away, merchants are reminded of the necessity to prepare for the holiday season, and every effort should be made from and until Christmas to make the volume of fall and holiday business show a substantial increase over previous years. Crops have been good, factories have been running with full staffs, and in some cases overtime, and as a result money is freer and conditions are right for an energetic campaign for an increased holiday trade.

Merchants will do well to order holiday stocks early and see that the members of the staff, who look after the advertising and window dressing prepare their work ahead, so that when the real busy season arrives no time will be lost and every posible minute can be given to the important work of selling. And with work of this kind done in advance an early selling campaign can be instituted, and a large hole made in the holiday wares during the early part of December, good customers being advised to buy early, when the stocks are at their best, and the oportunity for making a selection the greatest.

As a beginner for the fall and holiday campaign, nothing could be better than an atractive Thanksgiving window display, as a good beginning will go a long way towards impressing the enterprise of the store upon those whose custom you most desire. And just as "calamity howling" and talking "hard times" has a bad effect upon business by encouraging those who have money to spend to put it away into safe keeping, so will an air of prosperity, and a few words regarding the "return of prosperity" have a desirable effect upon business.

PHOTOGRAPHS WANTED.

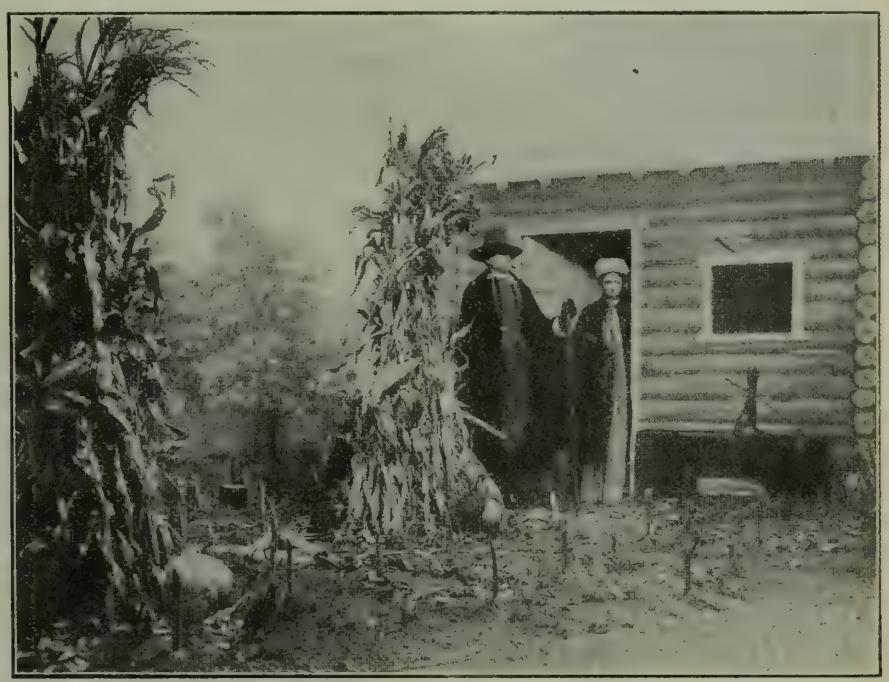
The editor of Hardware and Metal offers a prize of a copy of "Hardware Window Dressing" (cloth bound, $2.50), to the Canadian hardware clerk or merchant sending the best photograph of a Thanksgiving display in a hardware store window. The display can be either a special "harvest" window or made up of seasonable goods from the hardware stock. If the photographs received warrant it, two prizes will be awarded, address:

Editor Hardware and Metal,
10 Front Street East, Toronto.

In the acompananying engraving we show a Thanksgiving window trim, which is within the reach of any retailer who has a clerk on his staff capable of making a rough design on canvas. Or if such a clerk is not at hand the local sign painter can be called into service. In the design the background only is painted, the log cabin, sky and tree in the distance being sketched on canvas, the door being left ajar and two wax figures dressed in Puritan costume placed there. This could be varied by having the figures dressed in pioneer or backwoods costume.

The display shown in the photograph was made by the Jones Hardware Co., Richmond, Indiana, they aiming to reproduce a scene showing an attack by Indians, just as the two Puritans were leaving their log cabin to attend Thanksgiving service. Two arrows will be seen sticking into the cabin wall near the turkey, which is tied to a block and ready for execution. In a display of this kind a live turkey would add realism to the shocks of corn and pumpkins on the turf in front of the cabin.

As stated before a timely display of this kind, even though it means some expense and trouble to prepare, will repay the retailer, who wants to begin his holiday campaign by attracting attention to his store. The local newspapers will be only too glad to publish paragraphs describing the window, and farmers who come to town will be sure to visit the store to see the display.



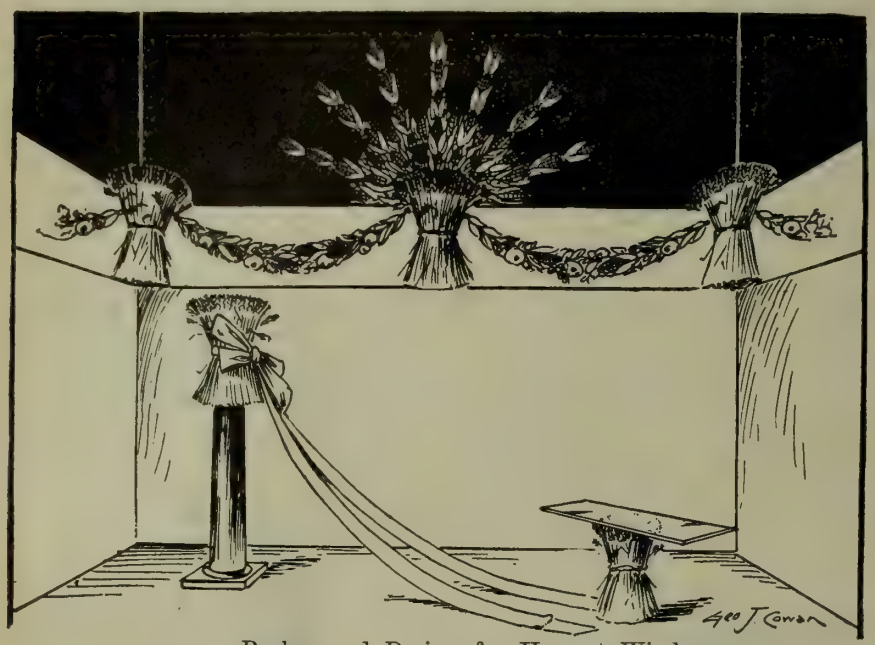
A Display full of Suggestions for a Th anksgiving Window Trim.

A HARVEST BACKGROUND.

When making a special display depicting a seasonable scene and in which it is advisable to keep the wares of the store in the background or hidden altogether, the hardwareman will, of course, also make a special display of seasonable goods in an adjoining window. At Thanksgiving time, for instance, a window of cutlery and carving sets or a kitchen scene showing the Thanksgiving dinner in course of preparation are features which can be developed into displays which will help in selling goods. In some cases, however, the size of the window will not allow a special display such as has been suggested and here a harvest background similar to the one illustrated could be used to advantage in a display of carving sets.

The broad frieze can be made from an extra wide board covered with white felt. Each upper rear corner and also the rear centre of this window are to be decorated with a sheaf of grain, preferably wheat. From each of these sheaves are suspended garlands made of vegetables, fruit and grain. These garlands can be

made by simply fastening the various items to the board border by means of pins or needles, so as to produce the festooned form.



Background Design for Harvest Window.

At the back of the central sheaf make a sunburst of grain by radiating a series of laths, and to this spoke-like foundation secure ears of corn, as illustrated. Fill in at the base of the spokes with ears of corn, also as shown. The background to such a window can be of mirrors, paneled wood, or else a gathered or pleated cloth.

Additional features can be introduced in such a setting by arranging a sheaf of wheat in the form of a pedestal, this to be done by covering a pedestal with an outer layer of wheat, and tying it midway, in the usual manner. Above this feature place a glass shelf, upon which merchandise can be shown in the usual way.

Another idea is to mount a sheaf of wheat on the top of a high pedestal, and in the centre of the sheaf to tie a large bow of ribbon, extending the streamer ends in graceful drapes to the floor.

A small spray of wheat can be used with good effect in decorating one of the corners of the large show card used in such an exhibit. Smaller sprays also can be attached to the smaller price tickets.

NOVEL DISPLAY FOR HALLOWE'EN.

The pumpkin or "Jack-O-Lantern," shown in the illustration, was constructed of wagon rims 4½ feet in diameter, forming the ribs. Over this was pasted heavy building paper, painted with water color paint to imitate as nearly as possible the color of a pumpkin. A large banana stem was used to represent the stem of the pumpkin. The nose was made of a large squash which was hollowed out, nostrils cut in it and an electric light put inside. The mouth and teeth were made of a large sheet of steel, the teeth being cut very irregular and painted white, and the outside edge of the steel painted red to represent lips. The eyes were made of six-inch glass balls painted white, with the pupils black and crossed. Inside these glass eyes were electric lamps which produced the winking effect. The eyebrows were made of black curled hair placed over each eye, and a goatee was made of a bottle brush. The mouth was lined with red calico, and the tongue made of the same material stuffed with excelsior and protruding slightly from the mouth and the mouth lighted up with electric lights had somewhat the effect as shown in pictures of the infernal regions. No background was required owing to the size of the "pumpkin," but shocks of corn were used on the sides, while at the top was a quotation from one of James Whitcombe Riley's poems as follows:

"When the frost is on the pumpkin
And the fodder's in the shock."



Novel Hallowe'en Window Display Like ly to Attract Attention.

HARDWARE CONVENTION AT LONDON.

A meeting of the Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association will be held at Toronto, on Monday, Oct. 25, this being Thanksgiving Day, and single fare rates available on the railways.

At this meeting arrangements for the fifth annual cenvention to be held at London will be completed, the dates having practically been decided upon as Tuesday to Friday, Feb. 8, 9, 10 and 11.

Several manufacturers have already applied for space in the exhibit hall, and arrangements are being made to have booths uniform in size, the association constructing a framework eight feet high enclosing the exhibits. A smoking concert with a program of music and song will be rendered in the exhibit hall on Tuesday evening, this providing retailers and salesmen an opportunity of renewing old friendships and forming new acquaintances.

A mock sale, in which a traveling salesman will attempt to sell a line of goods to a retail buyer, is also being arranged as a feature of the first day's program. Visits will be made to various manufacturing plants and an entertainment committee, made up of local manufacturers and jobbers, will look after the social features of the gathering.

Business Methods of Canadian Hardwaremen

Good Plan for Keeping Things in Their Proper Place—Chatham Jeweler's Novel Advertising Scheme—Do Fall Fairs Help Retail Business?—Advertising Floats in Parades — Brandon Hardwareman Conducts a Guessing Competition.

PUT THINGS IN RIGHT PLACE.

Hamilton, Oct. 6.—"Of all the troubles I have with young clerks," remarked a local hardwareman, as he transferred a handful of nuts and bolts from the wrench box to their proper receptacle, "it is that of teaching them to put things back in the proper place. Now, however," he added, "the trouble has been cut down to a minimum; though even now, as you see, it will persist in cropping up.

"How do I do it? To understand, you must remember how these mistakes happen. Every now and then there will be a "rush" spell—half a dozen customers crowding in at the same moment with half as many clerks on hand to attend to them. A customer want a few hat pegs, say, and the clerk takes down a dozen different varieties from the shelves in order to suit him. Or it's cake pans, or bolts, or padlocks—small articles of which there are quite a variety.

"Having made his sale, the clerk finds three or four customers to be waited on. The practice used to be to just cram the whole assortment of goods into the nearest receptacle, or leave them sprawling on any portion of the counter where they happened to be. Then, when, a week or two later, we wanted a particular size of a particular article, we'd find it was out of stock—and, next day perhaps, discover half a dozen of just the size and article we wanted in the wrong box, or lying under the counter. We've lost dozens of sales in just that way, or precious minutes of time hunting for things I knew we had in stock, but which no one could find. That's why I devised my 'scrap counter.'

"I set aside a little space on each counter. When a clerk has made his sale, he is required to place the stuff he didn't sell right there, while he goes on and makes his next sale, and he is strictly forbidden to try to replace the articles on the shelves while there are customers to be waited on. Then when a dull half hour comes, one clerk is entrusted with the job of distributing the articles which accumulate on the scrap counter. He takes his time, he is not hurried out of his wits, and he doesn't make mistakes.

"The scheme has at least three good points. First, it saves the clerk's time and secures the customer prompt service. Second, as a rule we know where an article is to be found. If it is in stock, it is either on the scrap counter or in its proper place. Third, it gives me a good opportunity to teach my new man for the time being a good knowledge of where to find the stock, by putting him, under the casual guidance of an experienced man, at the job of distributing. Of course, it doesn't obviate all possible mistakes. But it is most certainly a labor saver." W. E.

A GUESSING COMPETITION.

Brandon, Sept. 31.—The Kelly Hardware Co. have announced a guessing competition in which every purchaser of goods amounting to 50 cents is entitled to one guess as to how many shot are contained in a bottle. The person making the nearest estimate of the shot in the bottle wins a $50 shot gun. The second nearest estimate receives a $12 silver tea set, and the person making the third nearest estimate will receive $3 value in cartridges or other goods they may select. The bottle does not contain shot alone. With each cash register ticket for 50c a coupon is given on which to estimate. These are dated so in case of a tie the date and time will decide the winner. The contest closes Nov. 20 at 8 p.m. G.W.

ADVERSTISING FLOAT.

Cayuga, Oct. 2.—E. B. Davis, hardware merchant, had a cheap advertisement in a civic holiday celebration here recently. H. E. Burgess, who has been managing his business, but who has since left for western Canada, assisted by Roy Hashel clerk, constructed an advertising float the total outlay for bunting, flags, etc., being only $3. The float was covered,



Advertising Float Used at Cayuga.

the top and the wheels were boxed in with signs, while on the wagon platform inside a framework was a small display of hardware, the central feature being a hammock on which reclined a boy. The back of the wagon was used for a display of mechanics' tools and building paper. W. W.

DRUMMOND SUCCEEDS WARREN.

Chas. D. Warren, Toronto, who for the past five years has been president of the Lake Superior Corporation, has resigned from that office and is succeeded by T. J. Drummond, Montreal. Mr. Warren made known his retirement



T. J. DRUMMOND, MONTREAL,
The New President of the Lake Superior Corporation.

at the annual meeting of the corporation held at Camden, N.J., on Oct. 6.

Mr. Warren has brought the Lake Superior Corporation through a difficult tangle. At the time he accepted the presidency the subsidiary companies were in the hands of receivers and some 1,500 actions and claims were pending. With the aid of the Ontario Government, which had pledged $2,000,000 to make re-organization possible, Mr. Warren has brought order out of chaos and has wiped out not only all debts, but as well the Government loan guarantee.

During the coming year the works at the Soo will see the extension of the steel-producing plant; the doubling of the capacity of the blast furnace, the erection of a merchant and structural steel mill; and the extensions of the Algoma Central and M. & N. S. railways. Arrangements are also under way for the establishment at the Soo of the first electric smelting plant in Canada, under the direction of Dr. E. Haanel, Dominion Director of Mines.

The other officers elected at the annual meeting were 1st. vice-president, J. Tatnall Lea; second vice-president, W. K. Whingham; third vice-president, J. Fraser Taylor; secretary-treasurer, T. Gibson.

One way to face difficulties is by turning your back on them.

Success is too nimble to be caught by the lazy business man.

HARDWARE AND METAL

Established - - - 1853

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO - - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG - - - - 88 Fleet Street, E. C. J. Meredith McKim Telephone, Central 12960

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VANCOUVER, B.C. - - - - - - R. B. Bennet

ZURICH, SWITZERLAND - Louis Wolf ; Orell Fussli & Co

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

MAKE YOUR PLANS EARLY.

Thanksgiving Day will be celebrated early this year, on the last Monday in October. This suggests the need of making plans for attracting trade to the store by live advertising and window dressing, and, as suggested elsewhere in this issue, it will pay to begin a campaign on Thanksgiving and keep the interest warm until the doors close on holiday trade on Christmas eve.

This week we publish some suggestions for Thanksgiving, harvest and Hallowe'en window displays and in succeeding numbers of Hardware and Metal space will be given for suggestions considered helpful in developing an increased trade in holiday goods.

Next week's issue will be a Christmas goods number, and readers of Hardware and Metal will do well to pay particular attention to the holiday announcements made in this special number.

THE BREAK IN WHITE LEAD.

The recent break in white lead prices has drawn attention to the situation in paints generally. All through the summer prices held fairly steady and as the season advanced the markets became firmer.

About the middle of August white lead in oil began going out in fair volume, and as each week went by the quantity moving increased. Towards the end of September, however, there came a lull with cutting in white lead prices, this being followed by the news that the association had broken, and prices cut from 25 to 35 cents a hundred pounds. This was followed a few days later by a cut of 25 cents in red lead, and the trade was advised to book at the low figures. Many hardwaremen are doing this for the replenishing of their stocks for the fall and winter trade.

Corroders, manufacturers and jobbers state that the present situation is but temporary, and that in a few days' time prices will be back at the figures ruling all summer ; bringing in justification of this the evidence of the steadily increasing prices of other paint materials. "Oil," they say "is going up, and lead, too, is increasing in value. As these two articles enter largely into the manufacture of ground white lead there cannot be any doubt that prices will advance."

On the other hand it is held by some that the price of white lead has been too high all spring and summer.

By the way booking has been done the past fortnight it looks as if white lead stocks will be carried over into the spring by some retailers and in this case it is likely that prices of white lead will be easy at the opening of next season.

A PROFITABLE SIDE LINE.

An increasing number of retail hardwaremen are looking outside their front door for business without neglecting opportunities for capturing all trade which comes to the store.

Frequent references have been made to merchants who have adopted plans to secure increased trade from farmers in the near-by country, either by calling personally, sending a clerk to make calls, or by sending literature to names on a mailing list.

Criticism has been heard that owing to the small margin on some classes of roofing, together with the keen competition on this line, some hardwaremen have not busied themselves in looking up new buildings for business of this sort.

This does not apply to orders for structural iron, however, for which there is an increasing demand, owing to the greater security in building construction demanded by municipalities and fire insurance boards. The increased cost of heavy lumber and the tendency to erect better store fronts also helps in creating a demand for steel beams, etc.

Here is an opportunity for retail hardware merchants to develop a trade in structural shapes, such as beams, angles, channels, tees, plates, flats, rounds and squares in connection with their trade in heavy goods. The business is yet young and the merchants who go after this trade can work up a profitable business.

The manager of a bridge works company, doing business with hardwaremen, in discussing the opportunities for hardwaremen in this line of activity, said that if hardwaremen would only keep their eyes open for new buildings being erected, or old store buildings being reconstructed, they could turn the information gained to their own profit by sending particulars to the bridge company, who would co-operate by forwardign quotations and other information.

Structural steel and concrete are the building materials of this age and the more the hardwaremen know about them the better equipped will they be to secure trade from builders for these classes of goods, as well as for roofing and builders' hardware. Establish a connection, therefore, with concerns selling structural shapes and cement, and give preference to companies selling through the trade and advertising in your trade paper.

BURGLARS HELP SELL LOCKS.

Every now and then the average town has a burglar scare. A few cracksmen make a tour of the houses of the well-to-do and carry off a little silverware or a few dollars in small change. Straightway, housewives are on their guard, and look under the bed at night for the burglar.

There is scarcely a house in any town which hasn't a couple of defective locks, or where there aren't some windows with broken catches. Locks are small things and window catches are still smaller; but the height of the burglar panic is just the time for the hardwareman to lick into shape a neat little window display, helped out with a few attractive advertising cards, and take advantage of the prevailing subject of interest to get rid of the locks which he has been perhaps carrying over for a couple of years. "If you haven't invited the burglars to call, see that your doors are properly locked." "A lock on the inside wil' keep a burglar on the outside." "A sound catch saves cash." These and kindred catchy phrases will help out.

Sometimes the lock on a room door is broken and when the winds of winter blow, the door bangs back and forth, keeping the inmates awake at night, and filling them with thrills at the thought of imaginary burglars. "Does that banging door keep you awake?" is a catchy sign to anyone who has had the experience, and will help to diminish a little group of locks attractively arranged on your smallwares' counter.

Then there are padlocks for the chicken coop or woodshed. "An invaluable help in poultry raising." "Protect your chickens from midnight callers." Signs of this sort will prove particularly interesting at a time when local newspapers are telling about the "dastardly" operations of certain chicken thieves.

A little display in a small show window, or on a prominent corner of the counter—a few attractive show cards to help out—perhaps a "local reader" in the paper—these things will remind the public that you are alive to the timely opportunity.

HOW TO IMPROVE INSURANCE RATINGS.

Failure to Apply Principles of Economy to This Department of Expenditure—Consultation With Local Agents Advisable in Order to Ascertain Details of Rating and Necessary Items of Improvement—Where a Small Outlay Made Big Saving.

One of the most important questions that the merchant or manufacturer can ask himself at the present time is: How can I improve my insurance rating? Authorities with whom this matter has been discussed declare that the indifference displayed by some of the most wideawake business men with reference to the risk represented by their premises is nothing short of surprising. The great majority have never taken the trouble to ascertain from local agents what their key rates are or to inform themselves with reference to those details which constitute them. It is safe to say that, if they did, they would stand self-accused of their failure to apply the first principles of economy to this department of expenditure.

Fair Basis of Rating.

Although it is a commendable fact that forces are at work with the object of bringing about a better condition of things, the local insurance agent has not, heretofore, been expected to exercise his initiative in this matter. While a town is under a minimum tariff where risks are not always considered on their individual merits, but subject to the same rating whether good or bad, no great reform can be worked. Obviously, the specific rating which weighs the conditions surrounding a building and charges accordingly is the fairer; it discriminates justly between the good and the bad. Of course, the town's fire equipment and its fire record are always matters for consideration and are made the basis of penalties or credits as the case may be. Authorities state that the time is not so far distant when all centres of population will come under the specific rating.

Consult With the Agent.

What step must the merchant in a town to which specific rating is applied, first take in the direction of improvement of his individual risk? He will go to his insurance agent and ascertain his key rate. The agent will inform him as to the full details of that rating, where he is penalized and where he is credited, and, if he be a competent man, will also be able to tell him what he must do to improve the risk.

On one point there cannot be too great emphasis—that the first duty of the merchant is to emply a competent insurance agent, not because he is a relative or friend, or out of charity, but because he is a competent man.

A merchant's insurance is more frequently gauged by the rate than by his own requirements. He is willing to spend three, four or five hundred or a thousand dollars for insurance, and the agent who can supply him with the largest amount of insurance for that money is the man who is doing him a service. Low rates do not necessarily mean less premiums, but probably would mean a larger amount of insurance. The minimizing of fire possibilities is likewise an important point to keep in mind.

In stringent times, the merchant looks at his insurance and if he thinks he can save a hundred or two he is going to do it. The man who can show him how he can best effect that saving is the man who gets his business and keeps it.

Reductions Mean Improvement.

There is scarcely a conceivable circumstance under which this rule will not apply, that reduction in rate is made for improvement. Instances are not wanting which go to show that where changes have been made to comply with recommendations with the object of securing better rates they were of such a character as to add materially to the value of the buildings, and in many cases were in contemplation before the owner had thought of their significance from an insurance point of view.

A merchant who has in view the "improving" of his risk by remodeling or rebuilding should first ascertain from the insurance agent doing his business how those changes are going to affect his rating.

Consultation between the agent and the insured, at such times, should be the rule and not the exception. It is here that the competent man can do good service; if he does not advise his clients somebody else will.

Small Outlay for Big Saving.

Case after case can be cited in which the most inexpensive improvement to building or equipment has effected great saving in insurance bill. Hardware and Metal's attention was recently drawn to a notable instance in which a manufacturer by an expenditure of $50 cut down his bill by over $500. By instaling a bucket tank, by bricking up a small hole, by protecting floors or woodwork near stoves or furnaces, by keeping packing material in proper bins—these and scores of other little things all count in the making up of a rate. The fact that there is a deduction made for no cellar or basement is significant. The cellar is so often made a dump hole for all kinds of rubbish, and is the place of origin of many fires that the penalty seems justified.

Faults of Management.

The faults attributed to management, in the mercantile survey on which rates are based account for a large list of penalties, any one of which may be easily overcome. For example, if there are stovepipes through the floors or partition, not protected, an additional 50 cents is charged! through the window, roof or wall, with double metal chimney, 50 cents additional; not protected, $1; entering bottom of flue vertically, 25 cents extra; entering flue in attic or unused room, 25 cents additional; bottom of elevator shaft used for closets, etc., or waste, 50 cents; untidiness, rubbish, ashes, etc., in cellar or attic, 25 cents; open lights in show windows or electric bulbs covered with tissue paper or paper shades, 25 cents extra, and so on. There may be points about the construction of a building which the tenant or owner can as easily improve upon as in removing any of the "faults of management," and with reference to these the fullest consultation with local agents is urged. There is not only the individual risk to be considered, but likewise the reputation of the town. It is safe to say that the progressive merchant who recognizes the importance of his own status will not long stand for deficiency of municipal equipment.

This paper intends to discuss the matter further and would be pleased to learn the experiences and opinions of merchants and manufacturers throughout the country by whom the question of improved risks has been seriously considered.

ALWAYS COPY ORDERS.

Many merchants neglect to take a copy of orders given to traveling salesmen, relying upon their memory to keep track of the stock, and upon the salesman to see that the order is filled properly.

This system is to be condemned, however, as a loose method likely to cause trouble for the merchant sooner or later. With few exceptions, salesmen can be relied upon to treat customers fairly, but the exception proves the necessity for a rule, and none should object to hand the retailer a carbon copy of the order booked. This will aid the merchant in checking the receipt of goods and will also be a guide in giving further orders.

A case in point occurred during the past week, when a retailer stated that he had placed an order with a salesman for a special line of goods. These were not delivered when promised, and the merchant could not remember the name of the firm with whom he placed the order, although he remembered the post office address. He was unable, therefore, to write a letter regarding the order until he had made inquiries and secured the name of the concern.

System counts for a lot in the conduct of a retail business and the retailer should insist on receiving a copy of each order he places for goods needed in the store.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper—Cut of ¼c.
Builders' Hardware — Some lines, 10 per cent. advance.
Sash Cords—½c advance.
Cotton Clothes Lines—5 per cent. advance.
Cotton Twine—½c advance.
Plain Wire—Bright, annealed and oil annealed. Now $2.30 base.

Toronto.

Canadian Lock Sets, Etc.—Advanced 10 p.c.
Harvest Tools—Advanced 5 per cent.
Stove Bolts—Now 80 p.c.

MONTREAL.

Oct. 8.—A slight sagging appeared in copper during the week, and prices were cut in some cases ½c. In the other metals no change was made, and the markets have been firm with a bright tone. Jobbing orders have come in freely, and from the trend of the inquiries it is evident that users have not only plenty of work on hand, but a good deal in view. The larger users continue to buy well, and are making themselves well secure for the winter. The general opinion seems to be that much stiffer prices are likely next year; and the fact that producers will not accept orders for delivery after the end of the year, shows that they think well of the prospects. Spelter is moving splendidly, and so are galvanized sheets. In fact, there is nothing to cavil at in the state of the markets, barring the sagging that appears in copper.

The primary markets have shown a certain amount of firmness, evidence of good buying going on. Despite the Banca sale tin has displayed little fluctuation, and looks to be fairly strong. Copper has given way in the London market, but this is not so much the poor consumption as the rate of production, and the consequent increase in stocks. Exportation from New York has improved again, but this, as we have pointed out before, does not mean the disappearance of the metal. Spelter is still exceedingly firm, while lead shows a marked improvement. There is a strong progressive movement in iron and steel, and things are regularly booming. Locally there is a very good tone, and furnaces and mills are busy at firm price.

PIG IRON—The market is much about the same as it was last week. Orders for imported iron are being huriedly placed, so as to get the stuff in before the close of navigation, while heavy consignments are now arriving. Canadian furnaces are very busy, and the strong wave of prosperity now appearing in the United States markets is having a very strong influence upon things here. Manipulation going on in Dominion steel and coal shares, has given rise to the statement that an attempt is being made to get control of the coal company with the ultimate object of a merger of the two concerns, or the amalgamation of all the leading steel and coal concerns in the country, creating an enterprise along the lines of the United States Steel Corporation. The further progress of their maniuplation will be watched with interest. The heavy buying in iron and steel across the border continues, and the rate of progress is very fast. Many furnaces have withdrawn from the market, or are quoting prices that some weeks back would have been considered ridiculous. The mills have sold all the steel they can spare for this year, and are indifferent as to booking business. Further advances have been made in bars, plates, and shapes. Cleveland warrants are now quoted at 52 shillings and threepence, a decline of one penny, but this is only speculative, and market conditions in the Old Country are reported as being brighter with an increase in ordering.

TIN—Despite fluctuations in the primary markets, there has been no change in tin, and we continue to quote 33½ for ordinary jobbing lots. A large amount of metal is going into consumption. The English market seems somewhat stronger. Despite the Banca sale, figures held well, and there is not only a good home consumption, but New York is buying well. The advance in tin plate, and the fact that the mills will be running full up for the remainder of the year make the situation look very healthy.

COPPER—Shading has been noticed in copper, and jobbing quotations may be said to have declined ¼c, and we now quote 14½c. Trade is good, and jobbers report satisfactory inquiries. Stocks in users' hands are light, and no ordering is done unless the metal is wanted for immediate wants. The English market is still in a speculative state, and quotations do not show the steadiness at one time associated with copper. Statistics as to European copper holdings show a big increase in stocks for September. This is not healthy in view of the increase anticiated in American stocks.

SPELTER—There is no change in spelter, and the jobbing price is still firmly fixed at $5.75. Orders are very good, and plenty of metal is changing hands. The strength of the market is inducing the heavy users to cover themselves well into next year, especially as producers are not anxious to book for delivery far ahead. The European syndicate has the market under strong control, and are helped by the strong demand from galvanizers. The St. Louis market is still advancing, and it is stated that stocks of spelter are less than one month's output, while consumption is greater than the output. Copper should be in this position.

LEAD—The market is unchanged at $3.60, with Trail at $3.50. The advance in the English market has made local quotation much firmer, and with trading showing improvement, a much better tone is apparent. Quotations in the English market have advanced a little under somewhat better buying, and strong holding by spot sellers. General trading prospects being brighter, this has reflected upon lead, especially as arrivals are being held down.

SCRAP—There is little doing in the scrap market, and we quote: Heavy copper and wire, lb. 11c.; heavy red brass, 10c.; light brass, 6½c.; tea lead, 2½c.; heavy lead, 2½.; scrap zinc, 3c.; No. 1 wrought iron, $11; machinery cast scrap, $14; malleable, $12; miscellaneous steel, $6.

TORONTO.

Oct. 8.—The situation among the metals is much the same as at last quotation, with the exception that the prospect of further advances in iron and steel is not so certain. The high prices in the United States has caused some of the big buyers in that country to hesitate, and this has made for a conservative feeling among the dealers and metal men generally. They look at the situation in two ways. Further high prices may be provocative of importations from abroad, and they may also act as a dampener on business.

Orders are still heavy, and nearly all the plants are running at capacity. Booking for 1910 is still discouraged with the exception of steel rails. In fact, railway buying is expected to be one of the principal features of next year.

PIG IRON—There is excellent demand for pig iron. While Cleveland warrants are reported easier in other markets, the prices locally remain firm, the opinion being that the markets outside are influenced by speculation. Supplies are fair, and there is inquiry for 1910. The whole situation is satisfactory, and the outlook is encouraging, showing an upward tendency, though no immediate advance is expected.

COPPER—The red metal is holding its own locally at 14c to 14½c, for lake and casting ingots. A great many of the outside markets note an easier feeling due to high stocks, and the speculation indulged in. The local situation shows that copper is quietly steady, with rather more inquiry this week.

LEAD—This metal remains firm at the stiffer price of last week—$3.65 for imported, and domestic 10 cents less. Business compared with the several previous weeks is very active.

TIN—Unchanged in conditions and price, 32½c remaining the local quotation. Fair trading is being done.

SPELTER—Demand is again broadening, and this week the call has been large. The price is firm at $5.75, the unchanged quotation from last week.

SHEETS AND PLATES—Stocks are being steadily depleted. The sales of both these lines has been unusually large this season and have exceeded expectations. The tone of the market is firm.

OLD MATERIALS — All the scrap metals are steady and unchanged from last week. Prices also remain as at last issue.

HARDWARE MARKETS

MONTREAL.

October 8.—As anticipated, some lines of Canadian hadware have advanced, locks, knobs, keys, escutcheons being now 45 and 10, an advance of 10 per cent. American lines are still very stiff, and another advance is expected. Wire quotations have been unaltered for some time despite the higher prices across the border, but a change has now been made in plain wire—bright,annealed, and oiled and annealed, which is now 2.30 base, an advance of 5c. Cotton goods have also gone up, sash cords being 30c for No. 8 and larger instead of 29½, clothes lines, 50 ft., $1.25; 75 ft., $1.85; 100 ft., $2.50; about 5 per cent. advance; and cotton twine, 20c instead of 19½c. These are the only changes announced at present, but the market generally is very firm, and further changes are likely in the near future. Dealers would be wise, therefore, in placing their orders promptly, and in looking ahead more than they have been doing. Hand-to-mouth ordering on a rising market is not good buying.

Trade has been very good during the week, but there is no doubt that colder weather would cause a stimulation in winter lines. Ontario and Northwest are buying freely, but Quebec is somewhat quiet.

Lumbermen's supplies are moving very freely now, and some good assorted orders have been received. Guns are still scarce, and the other sporting lines are in strong demand. Hockey sticks are moving very freely. Cutlery and silver ware are showing fine stimulation and a marked advance on former years is shown. Bolts, nuts, and wire nails are in great demand, and jobbers' stocks are showing the inroads, especially in nails, some heavy consignments of the last named going out to the Northwest.

BUILDERS' HARDWARE—The firming of prices in the States, where another advance is anticipated, has caused Canadian prices to be very stiff, and, as we expected, locks, knobs, keys, escutcheons and other hardware are now quoted at 45 and 10 instead of 50 and 10. Delivery is still hard to obtain in some lines, and with the demand continuing heavy, the situation will not become any better. With the advance in cotton goods, sash cords No. 8 and larger are 30c instead of 29½. We quote: Lock sets (inside) $4 per doz. and up, lock sets (outside) $13.20 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per dozen, sash cords, 30c.

FALL LINES — The market is firm with an advance in cotton clothes lines, 50 ft. being now $1.25; 75 ft. $1.85; 100 ft., $2.50, which is about 5 per cent. increase. Cotton twine is now 20c instead of 19½c. Weather strip, snow shoes, sleigh bells, sleigh heaters, ice creepers, are now moving freely, while sorting orders are good for lanterns, lamp burners, chimneys, horse blankets, cow ties, etc. Silverware and cutlery are moving in better strength. House cleaning lines are in free demand especially from the large centres.

SPORTING GOODS—The demand for guns and ammunition is still very strong, and delivery in some lines is hard to obtain. Skates and hockey sticks are in great request and jobbers' stocks are rapidly becoming low. Skate straps, hockey pucks, and snowshoe ties are now moving freely. The market is firm with no change of importance.

MINERS' SUPPLIES—The demand continues of a steady character, fair sorting up orders being dispatched. Railroad construction is being pushed forward vigorously in some districts, and good orders have been received in hammers, picks and concrete mixers. We quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The market is very firm under a strong demand, and an advance may come at any time. Nails are selling freely, and if the consumption continues delivery may become hard to get. The Northwest is buying in particular strength just at present. We quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ¾ and smaller, 70; machine bolts ⅞ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—There is a very good demand for screws, and the market is firm but unchanged. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES—These lines are now moving in very good strength, and lumbering districts are preparing for a strong demand. All articles are being taken immediately, as stocks are on the light side. We quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior), 25c per foot and up, better grades 43c. per foot and up; axe wedges, 25c a dozen and up.

SHOVELS—The demand continues good, and an improvement is noticed locally. The market is unchanged, and we quote: First and second grades of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

STOVES AND RANGES—The warm weather has tended to keep back the demand for heating lines, but steady buying is noticed. Oil heaters and cookers are in fair demand, and heating accessories, such as coal hods, pokers, and ash sifters, are moving well for immediate delivery.

WIRE—An advance has been made in plain wire, bright, annealed, and oil and annealed, of 5c, the base price being now $2.30. Other lines are still the same. We quote: Barb wire, car lots mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.30 base.

TORONTO.

October 8.—September is reported to have been the best opening month of the fall season in the history of the hardware business in Toronto, and one of the best selling months of late years. The goods ordered, too, were of a higher grade, and permitted of larger profits for both jobber and hardwareman. Since the beginning of October the staffs of the various jobbing houses have been helping out the shipments and deliveries of hardware lines ordered during the previous weeks, and this has made the shipping rooms of the various warehouses present a more than usually animated appearance.

The demand is made at present for almost every hardware line. The improvement in the iron and steel trades has naturally made a call for seasonable hardware, and the fact that the past summer was an exceptionally good one from the farmer's point of view has wonderfully improved business at country points. There is continued activity in building in the larger centres with a consequent heavy demand for builders' hardware. Nails are also wanted, as are as well cutlery and sporting goods.

Prices are firm for all kinds of hardware and almost every week one or two lines are slated for an advance. This week knobs, locks, keys, window fasteners and cast articles of like nature among builders' hardware of Canadian manufacture have increased 10 per cent., with American made goods firmer. Harvest tools are also up, the increase amounting to 5 per cent.

BUILDERS' HARDWARE—All orders taken now for this line of hardware have a "hurry-up" call attached to them. The market is firm for all lines, and in

many of them advances have taken place within the week. Especially is this so in regard to Canadian door sets, escutcheons, knobs, locks, keys and window fasteners, which have gone up 10 per cent. from 50 and 10 to 15 and 10. In knobs the advance is only on the metal line, and porcelain, mineral and jet knobs remain at net, these goods having been advanced some time ago. Wrought brass butts are now 45 off revised list and wrought steel fast joint and loose pins are now 70 p.c. straight instead of 65 and 10. Spring hinges are firmer and the new price of No. 20 is $8.40 per gross. Sash weights too, are firmer, small lots going as high as $1.40 and even $1.50. Last week's advance in sash cord holds. The movement of goods is very satisfactory.

TOOLS—Like builders' hardware the call for tools, especially those used in the building trades, is active just now. Miners' and lumbermen's tools are fair in demand. All prices are very firm. Bit stock drills are now 57 cents a dozen, an advance of 4 cents, but miners' picks are somewhat easier, being quoted at $4.25 a dozen for the 6 to 7 pound sizes. Shovels and spades are steady at the easy figures quoted some weeks ago, and good orders have been placed for them and kindred lines.

HARVEST TOOLS—An advance of 5 per cent. has been made on harvest tools this week. There is a splendid demand for seasonable farm goods. Halters and cow ties are very active lines, and some fair stable fittings orders have been placed. Barn door hangers are slightly easier.

FALL LINES—The hardware articles going out under this head are rather varied just now. Besides the steady demand for general shelf hardware there is a call for many articles used about the farm and stable and country house. Lanterns and lamps and lighting and heating supplies, besides repair outfits and mending articles generally. Fence wire is selling well. All prices are firm.

HOUSEHOLD GOODS—A number of woodenware lines in tubs, pails, washing and scrubing utensils, etc., have been going out in fair sales of late. There is also a demand for galvanized articles and enamelware as well; also some tinware for kitchen use. Housecleaning articles are now much better in demand than they were some six or seven weeks ago.

HEAVY GOODS—Stove bolts are now quoted at 80 without any additional discount. In fact all stove lines are particularly firm. Stoves and furnaces are having splendid sales this season. One of the largest heating manufacturers reports his inability to supply the demand for furnaces, and he states the stove business is in much the same condition. Nails are keeping up to their high record for production, and jobbers state the demand for them comes from all over the Dominion. Blacksmiths' outfits and tools are active just now, and fair calls are made for certain sizes of structural material. Continued big sales are made in bars, with rods and pipe also very good.

SPORTING GOODS—These goods are among the leading hardware lines moving just at the moment. There has been a record sale of shot guns this fall which has brought stocks pretty low. In fact the big demand was not anticipated. Rifles are inquired for now more frequently than last month. Orders for powder and shot have been good. Cutlery is moving better than for months past. Hunting knives have the best call, but some fine holiday goods have been shown of late. Silverware and plated sets for Christmas have also been displayed. A number of football supplies have been sold. In winter sporting goods, hockey sticks and tobaggans are the leaders, one house sending out a carload of the latter goods for distribution in the west.

Hardware Trade Gossip

Ontario.

Wm. Vokes, dealer in carriage hardware at Toronto is succeeded by Wilkinson & Kompass, Hamilton.

Peleg Howland, of H. S. Howland, Sons & Co., Toronto, is back from a pleasure trip to the Pacific coast.

Sutherland Bros'. stove and tinware shop at London was damaged by smoke and water through a fire in the next block, last week.

E. T. Carter, who succeeded O. G. Priestland at Jarvis, Ont., three months ago, reports business as active and crops harvested by farmers in his district very satisfactory.

Reg. F. Scott, of Fergus, and Gerald Steele, of London, have purchased the hardware business of Jackson & Yorke, Parkhill. The new firm will be known as Steele & Scott, and will be under the management of the former.

J. B. Archer, manager of S. W. Moore's hardware store at St. Catharines, was a visitor in Toronto on Tuesday. Mr. Archer says that if he lives until February he will attend the Retail Hardware convention at London.

Mrs. Sparrow, widow of the late W. H. Sparrow, who for many years kept a hardware store at 87 Yonge Street, Toronto, died last week. Two sons, William and George, are both in the house furnishing business in Toronto.

The Automatic Tool Co., Toronto, has made an assignment for the benefit of the creditors. The assets of the concern are about $1,600, and the liabilities about $600. The company had been in business only a few months and prospects seemed bright, when the financial pinch came.

A. Matthews, Ltd., has been incorporated at Toronto, with a capital of $30,000 to take over the manufacturing of roofing and sheet metal material business carried on by Asa Matthews. The incorporators are Asa Matthews, John O'Donnell, Israel Morin and W. N. Downs.

The liquidators of the Ayton Cordage & Power Co., have issued statements of the winding-up of the affairs of the company, and have sent them out with dividends to the shareholders out of the assets, which amount to less than 3 per cent. The statement shows the balance, dividend among shareholders to be $1,-79.30.

George W. Howland, of the Graham Nail Works, Toronto, defeated H. A. Gunn, sales manager of H. S. Howland, Sons & Co., Toronto in a close race which ended last week. Mr. Howland became the happy father of a little girl on Oct. 1, while Mr. Gunn was all smiles on Oct. 2, when a baby boy was added to his family circle. Mr. Howland says Graham Nails are the best.

The Natural Enamelware Co., Toronto, who recently secured a Dominion charter, with $1,000,000 capitalization, have not yet decided where their factory is to be located. They propose to make high-grade enamelware and steel kegs for containing chemicals, white lead, horseshoes, etc. G. DeCourcey O'Grady is acting as trustee of the company until a permanent organization is effected. The new company have opened offices in the Canadian Birkbeck building, Adelaide Street East, Toronto.

Quebec.

J. H. Plummer, president of the Dominion Iron & Steel, has been stopping in Montreal.

The assets of J. A. Massicotte, hardwareman and grocer, St. Prosper, have been sold.

Robert Ryan, of Three Rivers, called at the Montreal office of Hardware and Metal. Mr. Ryan says the business outlook is very good.

J. Owen, of the Auto-Strop Safety Razor Co., Montreal, has returned from a long stay in Toronto, looking after his company's interests there.

W. Drysdale, mfg's agent, Montreal has been suffering from a severe attack of pleurisy, and has been treated at the hospital. He is now about again.

D. Lorne McGibbon, of the Canadian Consolidated Rubber Co., is president of the Canadian Consolidated Felts—a merger of the three leading felt companies in Canada.

Geo. Cullen was awarded $1,600 damages at Montreal by a jury presided over by Justice Guerin, against Frothingham & Workman. The plaintiff has been severely injured while moving heavy pieces of hardware, while in the employ of the defendants.

STOVE PEDDLERS CONVICTED.

An interesting case was decided by Justice Riddell, Toronto, last Friday, when he refused to quash a conviction registered against J. W. K. Van Norman and other peddlers at Owen Sound on May 29 last, for peddling stoves in Grey County without a license.

Van Norman, in appealing against the conviction and asking for a remittance of the fine, produced an agreement with the Western Foundry Company, Wingham, stating that Van Norman was a manager, and that the others were hired by him, and Van Norman argued that he and his men were not obliged to take out licenses.

The local magistrate held that the document was not a bona fide agreement, and that Van Norman had merely bought the stoves for sale, and Justice Riddell upheld him in this position, refusing to grant the appeal.

Trade Gossip from Canada's Eastern Provinces

Window Displays Made in St. John Hardware Stores — Cement Firm Looking for Location at St. John—Process of Making Iron Pipe.

ST. JOHN.

Oct. 4.—The retail hardware stores here have some very timely window displays of hunting and lumbermen's supplies. The windows of T. McAvity & Sons, and W. H. Thorne & Co., are particularly attractive for huntsmen. The local hardware dealers generally adopt the plan of making distinctive window displays, and as the majority have large window spaces they can do so to good advantage.

During the past week T. McAvity & Sons, have had their five windows occupied by hunters' requisites, carpenters' tools, lumbermen's supplies, blacksmiths' implements and fittings and fancy brass and nickeled chafing dishes candlesticks, etc. Each window was confined to one line. For instance, the hunters' window showed the stuffed figure of a bear standing on his haunches and wearing a cartridge belt filled with ammunition, a knife between its teeth and a rifle clasped in one of its fore legs. Around the animal were shown guns, revolvers, ammunition of all kinds, and in fact, everything that a hunter would require. Speaking of this display, the window trimmer said the sale of hunting goods had been particularly large, so great in fact, that a rush order for more stock had been sent away and the new goods were being opened up last week.

The window devoted to lumbermen's supplies showed axes, chain and rope of various sizes, hones, a grindstone, (mounted), crosscut saws, peevies, horse blankets, lanterns and horse fittings of various kinds. The blacksmiths' window had a portable forge and all tools incidental to work of this kind.

The carpenters' window contained everything needful for house building or repair work.

Asked about his methods in planning and executing window displays, the trimmer replied that he believed in always making a display of one line of goods at a time. It was much more effective than a mixed window in which one thing was not more prominent than another. "I change the windows as often as possible, and invariably use only one line of goods. I never make a plan or draft out a window before I start," he said, "but I always aim to make the display a little different. I use my own ideas entirely, and I find that the windows usually have the desired effect of selling the goods."

The site which Mr. Craig wants is situated on the bank of the river, so that schooners could load there and there is an abundance of lime stone in the vicinity.

The Town of Dorchester, Westmorland County, has invited Mr. Craig to locate there, and has offered a free site with water frontage on Shepody Bay, a spur railway track and exemption from taxes.

The exhibition association are planning the erection of a new building to be devoted to agriculture, and also new cattle sheds, in view of the Dominion Fair being held here in the fall of 1910.

Customs receipts for the port of St. John, for the month of September, amounted to $106,215.72, which is an increase of $12,444.94 over September last year.

W. E. H.

MONTREAL.

October 4.—During the recent convention of the National Master Plumbers' Association in this city, a visit was paid to the iron pipe plant of the Montreal Rolling Mills, where the process of manufacture was explained by the staff of the company, headed by Assistant General Manager Ross McMaster. It will be remembered that the members of the Ontario Retail Hardware Association excursion party visited the Rolling Mills in August, but were prevented from seeing iron pipe and fittings made owing to an accident in one of the furnaces forcing the closing down of the plant for a few days.

At the time of the master plumbers' visit huge traveling cranes were seen transporting the skelp from the yards to the gas furnace, where it entered in flat sheets, and on leaving was drawn through a bell and formed into pipe of the butt weld type. Pipe of 1¼ inch size was being drawn in 20-foot lengths, and the night before, September 16, a record run of 3,991 lengths of this size had been made.

Leaving the gas furnace the red hot lengths of freshly formed pipe are drawn onto a platform by boys and then passed on by chain rollers to a sizing roller, and passing through this is made a uniform size for threading. From this it is carried by chain rollers across a table where an automatic counter registers the number, and on to the threading department, where it is dropped into piles. Then a crane carries bundles to tables where the rough ends are removed, the pipe threaded and couplings put on. The next process is the testing of the pipe under a water pressure of 600 pounds, far greater than will be required in actual use. The galvanizing is done in vats at the main works of the company, but a new galvanizing plant is to be erected at the pipe works during the coming year.

A section of the pipe drawing building is given over to the manufacture of couplings, short lengths of iron being bent into form and then forged and hammered, afterwards going to the machine department to be finished and threaded.

W. W.

Interesting Trade Items Gathered in Ontario

Ottawa Hardware Firm to Retire From Business — Sporting Goods Merchant May Run for Kingston Mayorality.

OTTAWA.

Oct. 5.—Trade is becoming brisk now and one dealer remarked that on Saturday he had sold thirteen stoves. However, the stove business is good with everyone.

The building permits for the month of September amounted to $172,050 as against $178,350 last year. However, there has been a big increase and the year's total will show a substantial increase.

J. M. Young, of the Ottawa Paint Works, reports trade as being good, and reports a brisk demand for glass. Turpentine is quoted at 80 cents a gallon in barrels and linseed oil at 70 cents.

Charles Watt has moved from the corner of Bank and Somerset streets to 116 Sparks street.

J. A. Acton's store on the corner of Bank and Third Ave. has been greatly improved by some alterations at the rear. More room and better facilities for display are the result.

The Philip Carey Co., manufacturers of Flexible Magnesia Cement Roofing and Asbestos coverings, have opened an office in the Citizen Building. G. Dingwell is in charge.

After thirty-five years of successful business in their present stand on the corner of Sparks and Metcalfe streets, the well-known hardware and sporting goods firm of Graves Bros. announces its retirement from business, dating May 1st. Established in 1874 by Fred T. and Frank G. Graves, under the firm name of Graves Bros., this business has become one of the best known in Ottawa and eastern Ontario. Shortly after its inception Frank Graves died and since then Fred T. Graves has carried on the business under the original firm name. Seven years ago his son George C. Graves was admitted to partnership and by the courteous and fair treatment of

customers a large, substantial and increasing business has been built, so that their departure from the old stand is regretted.

G. E. M. H.

KINGSTON.

Oct. 5.—The inland revenue collections for the month of September, totalled $10,114.77.

Ald. "Harry" Anyrone, of Anyrone Bros., sporting goods, is beinng urged by his friends, to run for mayor next year. As yet, he has given no decision. He has been in the council for several years, and has rendered good service. This year, he is chairman of the property committee, which had a good deal to do, in the erection of a new dome at the city buildings, with other alterations.

According to figures compiled by Assessment Commissioner Gordon, the population of Kingston has only increased by twenty souls during the past year. The total assessment is $8,930,348, or an increase of $276,723 over last year. The business assessment amounted to $365,259.

Ten painters, employed by A. McMahon & Co., went on strike, Monday, over the employment of non-union labor. The men were on strike several months ago, over the same cause.

Elliott Bros. have just completed the work at the Royal Military College, of putting in new water mains, and erection of a tank 115 feet high.

A resolution passed by the Board of Health, states that after May 1, 1910, no privy vault, cess pool or reservoir into which a privy water closet, staple or sink, shall be hereafter established or maintained within the limits of the City of Kingston, within a certain boundary, and that the method of disposal shall be by means of water closets, sinks and proper fixtures, connecting and discharging into sewers. This new regulation will result in the expenditure of thousands of dollars during the fall and winter.

E.G.B.

GUELPH.

Oct. 5.—Oscar Klinck, of the staff of G. A. Richardson's upper Wyndham Street hardware store, was married recently to a Miss Brown of this city.

James Howie, of the staff of Bond's hardware store left on Saturday morning to take a position in Toronto.

The stove business in Guelph during the past week has been exceptionally good, the best in fact which some of the local stove dealers have witnessed for years. Messrs. Occomore, Wolcott, and Howard all expressed opinions to this effect. Penfolds also reported an active trade during the past couple of weeks.

Will Mitchell, of the wholesale department of Bond's hardware store, has left for Vancouver, where he is to act as an agent for a ready roofing firm.

G. A. Richardson has two good windows, one of hunting goods entirely, and the other dressed of nothing but tinned kitchenware.

Bond's hardware store has one very good hunting goods window, while their other is dressed with builders' tools exclusively.

The sales of builders' supplies, particularly cement, have been very gratifying in Guelph hardware stores during the past week.

H.S.N.

News From the Prairie and British Columbia

Vancouver's Fire Brigade Using Motors Instead of Horses—To be Record Building Year—New Industries at Vancouver—Big Deal for Timber Land on Vancouver Island — Opening of New Warehouse at Winnipeg.

VANCOUVER.

October 2.—The value of the month's building permits was in round numbers $800,000, as compared with $324,505 for the same month of last year. For the past week the permits totalled $78,915. The total for the year to date is $5,700,000, or within $300,000 of the figures for the whole of 1908, which was a record year. The outlook, therefore, is that 1909 will establish a new record in building. In a year or so, when the larger structures are completed, the appearance of the city will be much improved. One of the incentives to erecting dwellings, is the terms on which the C.P.R. is selling lots in one of its sub-divisions. They are offered at $500 if the buyer builds a house to cost not less than $500 and to live thereon for three years, otherwise the cost is to be $1,000. Many are taking property on the building terms, with the result that many houses are going up in that particular part of the outskirts.

Vancouver had a test the other day of self-propelling fire extinguishing apparatus which would be difficult to equal in any other city in Canada. It was in connection with No. 1 hall, which is equipped with a horseless brigade, having ladder, hose and chemical wagons all motor-powered, while the pumping engine is a huge steam traction. Chief Carlisle declares that after test the motor machines cost far less to maintain than horses, they can get to a fire in half the time and are far handier in manipulation. It is expected that in time all the fire halls in Vancouver will be equipped with mechanically propelled apparatus.

Walter Thomas, of Vancouver, whose invention of a gas producer was announced some time ago, has sold the patent rights for the United States to capitalists represented by B. H. Silver, of Bellingham and Seattle. The price is not states, but is reported to be in the neighborhood of the seven figures. The first plant after the Thomas patent to be established in Canada for industrial purposes will be erected at North Vancouver and will be ready about next month. The American syndicate will also erect one shortly in Washington state.

VICTORIA.

September 30.—One of the most important deals in the history of the Island has just been put through. The C.P.R. has just signed an agreement with the American Securities and Finance Company for the title of 54,000 acres of the best timber land lying around Cowichan Lake, the price being $1,500,000. The C.P.R. are to build a standard gauge railway from Duncans to the lake, a distance of about 25 miles, and from Duncans to tide water, about 5 miles. It is understood that the railway will cost close to 500,000. As indicating that the mills will be amongst the largest in the west, it is stipulated in the agreement with the C.P.R. that the capacity of the plant will be at least 150,000 feet per day and the minimum cut per annum shall be 40,000,000 feet. This deal will open a large tract of country. It is also the intention of the C.P.R. to build a hotel at or near the lake, as it is a great fishing and hunting resort.

The sewer by-law was defeated by four votes at Nanaimo this week. Two other by-laws carried. The Bastion street bridge and the waterworks by-laws getting the approval of the ratepayers.

The Ladysmith city council has awarded the meter contract to Jovante Meter Co., an English firm with an agency in Winnipeg. Five hundred have been ordered with more to follow as required.

The advisory board of St. Andrews Cathedral have decided to effect improvements and additions to Institute Hall which will involve an expenditure of $25,000.

The Victoria purchasing agent is calling for tenders for 20 tons of pig lead. Tenders will be received up to November 15th.

W. B. C.

SASKATOON.

Oct. 4.—Prospects for fall trade are good. The cold snap during the latter part of this week induced merchants to uncover the remaining heaters from last season, in case there should be a demand for them earlier than usual. Shipments of this season's stoves and heaters are now arriving. Threshing operations are still in full swing and hardware men continue to supply the necessary equipment for this business. The business done in carpenters' tools for the past few weeks has been remarkably good, while ammunition and other sporting requisites find their way over the counter at frequent intervals. All kinds of builders' supplies, paints and oils, are selling well. Wheat of the best grades continues to

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

MANUFACTURERS' agent in England wants to secure agency for some good Canadian manufacturers. Can give best references. Box 895, HARDWARE AND METAL, Toronto. (43)

AGENT WANTED

REPRESENTATIVE WANTED for Quebec by wire fence manufacturers to call on hardware and implement trade. Must have good connection and speak some French. Replies confidential. Box 901, HARDWARE AND METAL, Toronto, (43)

ARTICLES FOR SALE

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE.—Good hardware business in Southern Alberta. Stock about $3000; will either rent or sell store; anyone wanting a good start in a new town can have this stock at cost price. Apply Box 892 HARDWARE AND METAL. (41)

FOR SALE—HARDWARE, STOVE and tinsm'th business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware business, established 25 years, in one of the finest towns in Province of Quebec. Good farming and dairy country. Box 899, HARDWARE AND METAL, Toronto. (44)

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

MISCELLANEOUS

TINSMITHS and SHEET METAL WORKERS' to know how to draw patterns increases your usefulness, your salary and your interest in your trade. Our course in pattern drawing is complete, simple and practical, and is offered at less than any course has ever before been offered. Send for illustrations showing what we teach and our special cash offer. THE SHEET METAL SCHOOL, Box 419, Galt, Ontario. (41)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

PEERLESS CARBON PAPERS and TYPEWRITER RIBBONS are unequalled in writing, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—At once, hardware clerk with two or three years' experience. Send references. This is a good position. Box 903, HARDWARE AND METAL, Toronto. (41)

WANTED—First-class tinsmith for furnace and bench work for Manitoba town. A steady job the year round is guaranteed. Wages thirty cents an hour. Apply Box 898, HARDWARE AND METAL, Toronto. (42)

WANTED—Two clerks, with three to four years' experience in the hardware business, for the city of London. Apply in own handwriting, stating salary, etc., to Box 900, HARDWARE AND METAL, Toronto. (41)

SITUATIONS WANTED

ENERGETIC young salesman of unquestioned ability and integrity, with successful retail and road record, wishes to represent manufacturer of merit in B.C. or the West. Address Box 893, HARDWARE AND METAL, Toronto. (41)

HARDWARE MAN, single, 27 years of age, with seven years experience in wholesale and retail trade in Western Canada, open for engagement. Good references. Box No. 3, HARDWARE AND METAL, Winnipeg, Man. (42)

TECHNICAL BOOKS

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.,

come in from the surrounding districts, thus giving additional impetus to the volume of business done in the city. Travelers report receiving good orders, and in some cases beyond their ex[illegible]tations.

In addition to the above by-laws, the ratepayers have given their sanction to the construction of a subway at Twenty-Second Street, under the C.N.R. tracks, to connect the eastern and western portions of the city. The undertaking is estimated at $90,000, $70,000 of which will come out of the city funds, the remaining $20,000 to be put up by the Canadian Northern Railway, in compliance with the order of the Railway Commission. Away southwest of town the C.N.R. are pushing their line on towards Calgary.

Only a few days ago the steel was laid as far as Kindersley, the first divisional point, about 126 miles from here. For some time it has been known that this would be an important point on the new line and many have decided to cast in their lot in the new town. Several were settled near the new townsite previous to the arrival of the railway, but it was not until the steel was actually laid that the town began to grow in earnest, when things were in shape for bringing in building materials, fuel and supplies. The company have surveyed several miles of side-tracks and yards. A station is to be built, with roundhouse, shops, water tanks, etc. In the new town there are already two hardware stores, Dykes & Rutley and Phillips Bros.; four general stores, blacksmith shop and various other establishments. Lumber yards are to follow, and soon every line of business will be represented. The new town is situated in the heart of a fine farming country, which makes its prospects as a business centre of the brightest.

WINNIPEG.

Announcements were sent out last week by the McClary Mfg. Co. for the re-opening of their building on Bannatyne Avenue, on the evening of October 2. The management were very much gratified by the attendance of over 550 Winnipeg citizens, who enjoyed a well prepared programme. Manager Foote conducted the visitors through the spacious building and great interest was manifested in the remodelled structure. Improvements made include a modern elevator, vaults, a sprinkler system and electric fire alarms, connected with the central fire station. The new bin fixtures are unique and absolutely fire-proof, being constructed of heavy wire casing, electric welded, thus allowing light into the bins to display the goods. Mr. Foote received many congratulations on the equipment of the new interior, and also upon the short time in which the work had been accomplished.

On August 28 the fire occurred. The next day temporary offices were in use and the following day goods were being shipped. One week was spent in cleaning up and on September 8 four floors and the roof were laid complete. The storage and care of salvage was a great feature of the intervening events. In the auditorium rink, where all the enamelware was stored, about eighty women and twenty-five men were employed to clean, cull and pack the goods.

The reconstructed building was beautifully decorated for the reception. Dancing, refreshments and music were the chief attractions.

Retailers report trade very quiet just now in the general lines. They are very much disappointed in the collapse of the builders' hardware and carpenters' tools trade, owing to the great strike which has been pending for several weeks. The continued summer weather has prevented the retail trade in stoves and heaters from moving and there is nothing especially in demand. The month of September was a good one for local retailers in spite of strikes which began to be felt about the last ten days. The demand was good in buck saws, files, door mats, both brush and metal, lanterns and various household goods. It is owing, no dodbt, to these seasonable goods that retailers can report September trade so encouraging.

It is expected that the carpenters will be back to work this week, when the demand will greatly increase for builders' hardware and tools. Many new men will be engaged and there will be several weeks of good weather to permit a great rush in an attempt to complete many new buildings.

The new building being erected by the Gutta Percha and Rubber Company in this city, for the use of the Winnipeg Rubber Company, will be one of the finest wholesale houses in the west. The building will be 120x50 feet in dimensions and seven stories in height. It will be absolutely fire proof, its pillars and beams being solid concrete and the exterior, red brick. A. A. Andrews, who is manager of the concern stated that the output to the retail hardware merchants during the past year was 70 per cent. in advance of any previous year.

The Miller-Morse baseball team won the league cup in the mercantile and wholesale hardware leagues. Last winter also they won the Moulden trophy in hockey.

L. A. Blackwood, sales manager in the wholesale house of Miller-Morse Company, left last week for Nova Scotia. L. C. H.

Reasons for Objections to New Act in Manitoba

The Extra Provincial Corporations Act Being Strongly Opposed—Meeting Held and Opposition Voiced—Business Men Claim It to be Unfair to Large Outside Manufacturers Doing Small Business in the Province.

Staff Correspondence.

Winnipeg, Oct. 5.—On the evening of October 1, the various committees representing the Brokers' Association, the Manufacturers' Association, Board of Trade and Grain Exchange, met for the purpose of converging into one argument the results of the various committees investigating in their respective departments regarding the opposition to the present reading of the Extra Provincial Corporations Act, which is to go into effect on November 1st next.

There was a large number of Winnipeg's most influential business men present, and H. P. Pennock, who has conducted the campaign against the Act, and who has been instrumental in arousing the present effective opposition, was asked to preside over the proceedings.

The secretaries of the various committees submitted their reports, which in almost every way were found to harmonize. After discussing the various points brought forward, a general committee was appointed to frame a resolution, which would embody all the arguments submitted, and this resolution is to be forwarded to the Cabinet with the request that the date of the enforcement of the Act be postponed until after the next session of Parliament.

Objections to the Act.

The four main clauses of the resolution will direct the attention of the Cabinet to the following grievances:—

1. Resident brokers and agents already pay a local and provincial business tax, and this should be sufficient, irrespective of the the firms they represent.

2. The extra provincial corporation fees are altogether unfairly proportioned, a firm with several millions capitalized stock and doing a comparatively small business within the province will be compelled to pay more than a firm whose capital stock is less, and whose business in the province may be vastly more.

3. It is unreasonable that any company be asked to submit their annual financial report to the Government, which may or may not become public property.

4. Brokers and commission men consider it unjust that they should be discriminated against in favor of travelers.

The act manifestly offers inducements to outside firms to dispense with resident brokers' services, which service will be put into the hands of traveling salesmen.

Local business men who are doing all in their power to oppose the increase are very anxious that outside firms and manufacturers, which are affected by the Act, should co-operate with them. It is understood that some steps have been taken by the Manufacturers' Association, and it would seem reasonable that the combined opposition of each party would be more effective than individual action. Manitoba business men are working for that which will greatly benefit manufacturers, and they think that in some way the outside firms should acknowledge their endeavors.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PRINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS

WINNIPEG, - - - - - MANITOBA

Stephens

A first-class workman and a bum kit of tools are rarely found together. The greater number of first-class jobs you see are executed with *Stephens* Paints or Stains—indicating the scope and reliability of the goods, and the class of painters that use them.

Mr. Hardware Man, believe us when we say that by placing our quality goods on your shelves you will attract the best painters and householders to your store—We make it a point to see that they get there—the moment our goods enter your store we advise every person in your district of the fact and present strong, forcible and convincing arguments in their favor.

IT BRINGS RESULTS

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.
They have Iron to Iron connections.
They have a large Centre Water Column.
They are set without rubber packing or washers.
They have large, powerful Direct Fire Surfaces.
They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 8.—Wholesalers are receiving light orders this week, and the trade in their line is quiet. The out-of-town merchants stocked heavily some weeks ago, and farmers are busy at home just now. As a consequence orders for immediate shipments are light. Seasonable goods alone are in demand to any great extent. Axes, axe-handles, snow shovels, logging chains and ammunition are in special mention. We quote new prices on logging chains and shovels this week. Ruddy harvester oil and linseed oil have each advanced two cents.

The barbed wire market is weaker, but new prices will not be quoted until the first of the year at any rate. The following wire prices prevail. The trade is heavy in galvanized and corrugated roofing at present.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, 10 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

SHOVELS—Discounts on No. 1, 60 and 2½ per cent.; No. 2, No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4.35; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20 x 28, full box, $9; ½ box. $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.10; 8-inch, $3.35; full polish, 6 and 7-inch, $3.85; 8-inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, 60 and 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pemoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24; Silverlight, 21; engine gasolene, 24c; Acme Lamp, 32; White Lily, 23; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 85c per gal. linseed oil, raw, 71c; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

The contract for the Old Folk's Home, to be erected at Middlechurch, (Winnipeg), has been awarded to S. Brynjolfsson & Co., at a figure in the neighborhood of $25,000.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches. sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

TECHNICAL BOOKS
10 Front St. East Toronto



Newspaper Advertising which is Helping Sherwin-Williams Agents.

THE newspaper campaign we carried on last spring has been resumed for the fall painting season, and strong advertisements are now appearing in 180 of the leading national and weekly newspapers throughout the Dominion urging the advantages of fall painting with

SHERWIN-WILLIAMS PAINTS AND VARNISHES

This is but one of the powerful forces behind the S-W. Agency to help move the goods from the dealer's shelves. It's better to have the S-W. Agency working for you than for your competitor and against you.

Full particulars upon request.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B C.

678

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



CALCIMO SANITARY WALL COATING

covers well with one coat. Will not show laps. When applied to a solid surface will not peel, crack or rub off. Soluble in COLD WATER.

A PRACTICAL PAINTER'S FRIEND

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Edmonton Winnipeg

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The M.C.R. anticipate a busy winter in their St. Thomas shops.

A large planing mill will be erected at Montreal by Friedman Bros.

The Cockshutt Plow Co., Brantford, are making additions to their plant.

The C.P.R. contemplate erecting a 250,000 bushel elevator at Vancouver.

A new sash and door factory is to be built at Victoria, B.C., by Burdick Bros.

The B. C. Electric Co. will erect a second car shop at New Westminster for the repair of cars.

The Canadian Northern Railway have a permit for a new freight shed at Brandon to cost $9,000.

P. J. Noel, Merrill, Wis., proposes establishing a large factory for woodenware at Fort Frances.

The Beaver Lumber Co. have purchased a site at Portage la Prairie for the extension of their plant.

The Robinson & McKenzie Lumber Co. will erect a mill at Kamloops, B.C., if a site can be secured.

V. Williamson has been given the contract to build a laboratory building at Walkerville for the Geo. H. Rundle Co.

The Hartland Concrete Block Co. is a new concern which will make concrete goods of every description at Hartland, N.B.

The Grand Trunk will shortly commence work on a considerable enlargement of their freight sheds at Turcot, west of Montreal.

The Provincial Steel Works Co., Welland, are considering plans for the enlarging of their plant by the erection of a 100-ft. addition.

The Atikokan Iron Co., Port Arthur, will operate their plant all winter, having made arrangements to sell their output in the east.

Work will be commenced almost immediately on the rebuilding of the Niagara Falls planing mill, Niagara Falls, recently destroyed by fire.

Another story will be added to the Ogilvie flour mills at Fort William, and the Kaministiquia Power Co.'s plant at the same place will be doubled.

Work has been started on the foundation of the new Camrose, Alta., planing mill. The building will be rushed to completion as speedily as possible.

The David Craig Co., Boston, Mass., capitalized at $1,500,000, and manufacturing concrete-block houses, desire to establish a branch plant at St. John, N.B.

The B. F. Graham Lumber Co. has announced its intention of constructing at Victoria, B.C., in the near future, a sawmill with a daily capacity of 100,000 feet.

The National Carbon Co., Cleveland, Ohio, makers of electrical batteries, carbons and supplies, will locate a Canadian factory at Toronto to employ over 200 hands.

Vickers, Maxim & Co., and other British ship-building firms offer to establish navy yards in Canada if given the contract to construct the ships of the new Canadian navy.

The furnaces at the Granby smelter are being further enlarged to smelt about 4,500 tons of ore per day and manufacture 40,000,000 pounds of copper per annum.

The American Finance and Securities Co., New York, have purchased C. P. R. timber lands on Cowichan Lake, B.C., and will erect a large mill, spending $1,000,000 on development.

If a site can be secured, the Cranbrook mill people will erect a plant costing over $100,000 at Kamloops, B.C. In addition, they will also put in a sash and door factory and a casket factory.

The by-law authorizing the lending of $50,000 to the Tudhope Carriage Co. for twenty years, without interest, to assist in rebuilding their factory, recently destroyed by fire, was carried at Orillia by a vote of 763 to 22.

Two United States industries—one an electrical concern doing a business of $50,000 yearly in Canada, and the other a textile manufacturing concern which would employ about 150 hands—desire to establish branch factories at Ottawa.

William Currie & Co. have sold their mill property and timber limits at Charlo, N.B., to the Credit Foncier Canadien, of Providence, R.I. The business will be run as formerly and a large mill will be erected to manufacture spruce.

It is stated that the interests controlling the Berlin Mills property in New Hampshire are planning to instal a print paper mill plant at La Tuque, Que. It is also reported that the International Paper Co. has prepared plans for numerous mills in Canada.

H. S. Holt, president of the Montreal Light, Heat and Power Co., and F. W. Thompson, of Montreal, vice-president and general manager of the Ogilvie Flour Mills Co., are interested in a wire and iron rolling mill proposed to be built at Fort William and on which $500,000 is expected to be spent.

Municipal Undertakings.

A $17,000 waterworks system is suggested for Carlyle, Sask.

Excavation work has been commenced on Cobalt's waterworks system.

A by-law to raise $5,000 for waterworks extension will be voted on by Galt ratepapers on October 16.

New Westminster's waterworks intake pipe will be enlarged to supply Coquitlam and Port Moody with water.

The contract for excavation for water mains in St. John, N.B., was awarded to Robert Short and Peter Arsenault.

Summerland, B.C., council proposes to buy the domestic and irrigation water systems of the Summerland Development Co.

Toronto's city engineer advises that a number of new water mains are necessary for domestic purposes and for fire protection.

Wells & Emmerson received the contract for 3,500 feet of 20-inch spiral riveted pipe for Port Arthur's waterworks intake pipe.

The proposed water systems, to embrace the municipalities of Burnaby, South Vancouver and Point Grey, is estimated to cost $500,000.

The Ottawa city council recently passed a by-law sanctioning the purchase of a site at the east end of the city for a civic incinerator plant.

Tenders were recently opened for the construction of a sewer on 8th Avenue, Rosemount, Montreal. The contract was awarded to Mr. Dennis, $9,982.

City Engineer Ker recommends to the Ottawa Water Committee the establishment of a reservoir with a capacity of 30,000,000 gallons. The cost of the work is estimated at $150,000.

The Toronto Board of Control recently awarded contracts as follows: Sewers—Emerson Avenue, McKnight Co., $1,940; Davenport road, Godson Co., $44,380; Humberside Avenue, Maguire Co., $41; Keele St., Excelsior Co., $300.

At a recent meeting of Coldwater ratepayers it was resolved that the council be asked to have a by-law submitted to the people to decide whether the village will instal a system of fire protection alone, at an approximate cost of $10,000, or a complete waterworks system at an approximate cost of $29,000.

Public Buildings.

The North Ward of Lethbridge is to have a fire hall at once.

St. Thomas is making an effort to secure a Provincial technical school.

Tenders will be received until October 11, for the erection of a school building at Hamilton.

A new pathslogical building for the Montreal General Hospital will be erected at a cost of $50,000.

A by-law to raise $25,000 for the erection of a new school building will be submitted to the Meaford ratepayers.

The Owen Sound Hospital Board is taking steps towards the beginning of the construction of the new wing to the G. & M. Hospital. Plans are now under preparation.

General Superintendent Brown, of the Great Northern Railway, made the definite statement that the company would build a new depot at New Westminster next year.

The new advisory board of St. Andrew's Cathedral, Victoria, have decided to effect improvements and additions to Institute hall, which will involve an expenditure of $25,000.

The Toronto Board of Control having approved of the site purchased by the Board of Education for the new Northwest High School, the work of building will go on at once. Excavations will be begun this fall, and by the opening of the fall term next year, a new $150,000 High School building will be ready for occupancy.

Work has been started on the excavations for the foundation of the first permanent building for the new asylum to be built in Coquitlam, B.C., near Westminster Junction. The building will be an exceptionally large one, and will cost nearly $400,000, and will accommodate 600 patients. Five other buildings in all will be added later, but they may not be completed for some years.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

You Must Pull the Trigger

or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.

TRADE MARK IVER JOHNSON



YOU MUST HAVE THE GOODS TO MAKE THE PROFITS

We make the only absolutely safe revolver on the market, advertise it in the big magazines and the sporting journals, and ask you to take your profits with us by supplying the demand create.

All inquiries are referred to the trade. We never sell by m where the dealer will supply.

Send for Dealer's Catalogue or order of your Jobber

IVER JOHNSON'S ARMS & CYCLE WORKS

No. 330 River St., FITCHBURG, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shot Guns and Iver Johnson Truss Bridge Bicycles.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"We will never be buried with the unknown dead--- we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTISE; and, therefore, we CANNOT be unknown."

BAR IRON



of the best quality is indispensable to every hardwareman's store.

Buy London Iron, which, is uniform, flawless and consistent throughout. It is rightly tempered and correctly heated.

GET OUR PRICES

Sales Agents:

Baines & Peckover, Toronto, Ont.
Bissett & Loucks, Winnipeg, Man.

LONDON ROLLING MILL CO., LIMITED.

LONDON — CANADA

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

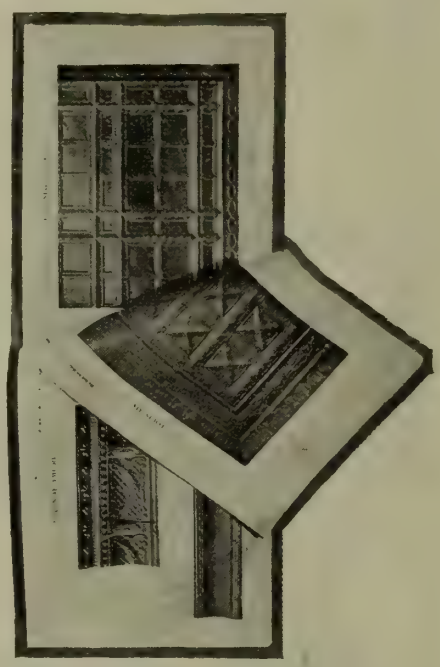
Gasolene Torches.—Catalogue, No. 15 has been issued by Otto Bernz, 21 South 13th Street, Newark, N.J., illustrating gasolene and oil torches for tinners' and plumbers' use. It also shows other lines of plumbers' specialties, such as metal pots and wrought iron ladles, the concern making these along with closet screws, bolts and washers, sewer cleaners, etc. Those using this class of goods will do well to secure the new catalogue.

Wire Goods Display Suggestions.—The Wire Goods Co., Worcester, Mass., have just issued an interesting booklet, entitled "Display Suggestions." The present booklet is numbered "2," a previous work having been published about two years ago. The booklet contains full-page illustrations of window and interior displays of wire goods, and by means of pictures gives helpful hints to hardwaremen on basement trims, counter displays, shelf shows, post and frame designs and exposition layouts. All these, of course, show the company's wire goods, but even so, they contain many helpful suggestions for the hardwaremen, and show what neat displays can be worked with ordinary utensils.

To Aid Hardwaremen. — Something unique in the way of a booklet is that styled "Co-operation," published by F. W. Bird & Son, Hamilton, Ont., makers of "Paroid Roofing." In reality the booklet tells the story of how Bird & Son will help the retailer to make sales by co-operating with him in advertising Paroid. The firm has a selling and advertising reputation of nearly a century, and are the originators of ready roofing. They help the hardwareman with his mailing list; supply advertising matter in various forms; help with general and local newspaper advertising, window displays and original ideas.

Gurney Stove Price List.—A pocket price list (No. 64) of Oxford stove lines has been issued by The Gurney Foundry Co., Toronto, as a companion to the No. 64 catalogue of stove lines recently put out by the company. It contains in concise form the prices and terms of the many lines of ranges, heaters, furnaces, stoves, gas ranges, carving tables, etc., manufactured by the company, and should be a useful book to those in the trade handling Gurney lines. As well the company is issuing some new literature specially descriptive of this season's goods. One pamphlet is devoted to the 100 series of the Imperial Oxford range; another to the Oxford O.K. range (Gurney's masterpiece); and a third to Helpful Hints concerning heating stoves. The Oxford Golden Nugget, Chancellor Steel Range, Oxford Chancellor and the Oxford Hazel are treated of in separate leaflets; and a revolving cap for chimneys, made of cast iron and set on ball bearings, is a new contrivance for the preservation of the chimney and the helping on of the draft.

Metal Ceilings—The Galt Art Metal Co., Galt, Ont., have a new catalogue, styled "A-3," which is just off the press, and which will be sent to any reader of Hardware and Metal on request. The catalogue introduces many new and original designs as well as several improvements in the mechanical construction of metal ceilings. The company are now introducing to the Canadian trade ceiling material with machine-cut beads. The usual method of producing these beads (or corrugations at the edges of each plate, cornice, border, etc.), is to model them with the design in clay. As the steel dies always warp more or less in cooling, it is a difficult matter to make the different members of the design absolutely true. By a new process, however, which has been used by several American manufacturers, the beads are planed into the steel die, which assures their being mechanically true. Another improvement, which practical ceiling men will appreciate is that in the panelled designs the edges of the plates return to the ceiling line making it unnecessary to strip the ceiling under these joints. The book is 104 pages and cover, very attractively printed, with upwards of 100 engravings illustrating the numerous handsome designs in mouldings and ceilings, which the company are now producing.



Improvement in Metal Ceilings.

Marine Engine Castings for Amateurs. —"The cost of a finished engine bought complete has prevented a great many men from owning a boat" states the "Faultless" booklet issued by The Valley Boat and Engine Co., Baldwinsville, N.Y. The supplying of frames, patterns and material to amateur boat builders and small shops has been the business of this company in the past. To this has now been added the supplying of the engine castings and finished parts. The company guarantee satisfaction and state that any good mechanic can build an engine from their castings. Instructions are given by means of blue prints, and the only tools required to assemble the parts are a wrench, a file and a scraper for the bearings. The booklet contains a number of illustrations—one showing a boat built by an 18-year old boy—and lists of the castings and finished machine parts.

An Effective Hanger. — The Marlin Firearms Co., of New Haven, Conn., is issuing to the trade a new wall hanger, a very artistic work in colors, showing a shooter with gun at shoulder, aiming at a bevy of quail, with the surroundings brought out in detail. The picture is worth a place on the office or den wall, and it is one of the most expensive hangers issued. The painting is by Rousseau, an authority on works of this kind, and he depicts a scene from his own personal experiences.

CATALOGUES WANTED.

The Marshall & McNeill Hardware Co., who have opened a new hardware store in Warner, Alta., would like to receive catalogues from different wholesale hardware houses and hardware manufacturers.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Door checks.—Ingram & Davey, St. Thomas, ask where Rixon Door Checks are made.

Rixon Mfg. Co., New York City, are the makers, the Aikenhead Hardware Co., Toronto, being Canadian agent.—Editor.

Mantels and Grates.—Dr. H. McCay, Kingsville, Ont., asks for the name of some company manufacturing mantels and grates.

The Barton Netting Co., Windsor.—Editor.

Leather Straps.—C. R. Meyers, Stratford, asks what firm at Aylmer, Ont., makes skate straps, canvas coats, etc.

The Draper Co., Aylmer manufacturing leather goods and novelties, is probably referred to.—Editor.

Gasolene Stoves—Stonehouse-Munroe-Zavitz Co., Wallaceburg, ask if there are any gasolene stoves made in Canada.

We know of none manufactured in this country, but the McClary Mfg. Co., London, and the Gurney Foundry Co., Toronto, import them for customers.—Editor.

The Retail Paint Trade

NEW ANTISEPTIC PAINT.

U. S. Consul Norton, writing from Chemnitz, Germany, says that in the warfare which is being waged so persistently against tuberculosis in that country, increased attention is being devoted to paints and washes which may be applied to walls, etc., and which possess in a greater or lesser degree the power of destroying germ life. He gives the following example :

In a recent number of the publications of the German health office, a report appears with very full details regarding the tests applied to the new pigment called vitralin, a highly lustrous paint which can be applied to surfaces with the same ease as ordinary paints, with a basis of white lead, or zinc white. Its chief value is for disinfecting, and it is prepared and sold more specifically for use in rooms, etc., where it is desired to combat pathogenic germs. In this respect it seems to be far in advance of all of the ordinary substances applied to walls, containing lime or lead compounds.

The importance of such an agent, in connection with modern sanitary appliances for destroying the microbes of disease, led the health office to make somewhat exhaustive tests of the germicidal properties of vitralin under varying conditions. The results may be briefly summarized as follows :

When in contact with a vitralin coating, the bacilli of tuberculosis (as found in saliva) are completely destroyed in 3 days. Diphtheria bacilli require 5 hours, typhoid bacilli 8 hours, and those of pus (staphylococci and streptococci) from 6 to 13 hours. On the contrary, no lethal effect could be observed upon the spores of anthrax, even when the contact lasted 30 days, although a distinctly retarding influence upon the development of the spores was noticed. Control experiments carried on simultaneously with surfaces covered with ordinary oil colors, whitewash, etc., showed either no germicidal power or a much less degree of efficacy.

Extent of Disinfecting Properties.

Direct sunlight renders the lethal action much more rapid than when it is carried on in diffused daylight. The material upon which the coating is applied exercises no appreciable effect. The same results were secured when the pigment was spread over glass, porcelain, brick, and wood. The disinfectant property remains for a considerable time in the coating of paint, although after the lapse of a year it was found to be distinctly weaker—i.e., a longer time was required to bring about complete destruction of bacteria.

The investigator came to the conclusion that the specific disinfectant property of vitralin results from the oxidation of the linseed oil which forms an important constituent of this paint, as of most paints. Further, this oxidation is dependent upon the presence of a certain degree of moisture, and, naturally, of oxygen ; and warmth as well as light is an important factor in favoring the formation of the active germicidal agent. This property of vitralin is likewise unaffected by prolonged exposure to powerful antiseptic agents, such as cor-



THE particular dealer we want to get in touch with this time is the man who is tired of handling the kind of paints and varnishes and enamels that don't pay shelf-rent—the dust-catcher kind nobody ever calls for twice, and few people even once. There's news for that dealer in the selling power of FLOORGLAZE (the king of solid-color floor enamels), GRANITINE (the floor finish that wears amazingly) and quite a few other lines of ours that make good.



If that dealer wears your hat it will pay you to ask us questions this very day

Send for sample can of FLOORGLAZE, or GRANITINE

Stocks at Toronto (6 Morse Street), Winnipeg (108 Princess Street), and Vancouver (550 Beatty Street)

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

IMPERIAL

BOLTS



M. R. M. Bolts and Nuts are Reliable

REASONS :

They are made from best of material.
Heads are well shaped, nuts fit well.
Threading is full and accurate.

We carry large stocks and can ship promptly.

THE MONTREAL ROLLING MILLS CO.

rosive sublimate, formalin, kirsol-sulphuric acid, etc.

The conclusion of the officers of the Imperial Health Office is that vitralin furnishes a highly valuable addition to the weapons employed in combating bacterial disease, and that it can be most advantageously employed in all rooms, etc., where germ life is liberated, consumptives' sanatoria, wards for infectious diseases, and the like.

Attention is called to the fact that the presence of such a wall coating as vitralin does not necessarily supersede the use of the customary disinfection methods now legally obligatory. There is, however, a distinct advantage in having a continuous destruction of disease germs maintained, whenever they come in contact with the walls of an apartment during its temporary occupancy by a person affected by an infectious disease.

PAINT AND OIL MARKETS

MONTREAL.

October 8.—Good weather combined with the bright outlook, and the stimulation of advancing prices in linseed oil and turpentine, have had the effect of giving a marked undercurrent of strength to the paint, oil, and varnish markets. Some very heavy shipments to Ontario and the Northwest are reported, but the demand in the province of Quebec is said to be somewhat quiet.

No changes are announced this week, although both linseed oil and turpentine are very firm. The market in white lead is still open, but no more drastic cutting is noticed. Dealers report a good demand for ready-mixed paints and household specialties are moving well.

TURPENTINE—The advance which was recorded last week still holds good and the market looks to be stiffening. In some circles the present price is considered very high, and there is little desire to put in heavy stocks for the winter, the feeling being to buy for actual requirements only. We quote 80c for single barrels, net 30 days.

LINSEED OIL—Stocks seem to be rapidly disappearing, and it is anticipated that these conditions will result in another advance in prices. We quote: 1 to 4 barrels, in one delivery, raw 66c per gal.; boiled, 69c per gal., net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—Buying continues very good, some heavy orders being shipped during the week. The cutting, while disturbing the market, has undoubtedly stimulated trade. We quote: Strictly pure about $5.25 to $5.75, according to quality and No. 1 $4.85 to $5.25 f.o.b. Montreal.

RED LEAD—Fall shipments are somewhat belated, and red lead with its allied articles, litharage and orange mineral are scarce on spot and prices are firmer. We quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100-lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—A very encouraging amount of business is being done in white zinc. The market is firm and unchanged. We quote: Dry V.M. Red Seal, 7¼c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white Zinc, ground in oil, pure, 8¼c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS — A large turnover is reported in almost all lines. The inquiry is especially good for orange and white shellac, and the prospects look very bright.

PUTTY—Large shipments are being made, and some of the grinders report that it is with difficulty they can cope with the demand which exists at present. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

October 8.—The market is fairly satisfactory all round, with the exception of the low prices in white lead and the uncertainty of the turpentine situation. Business in paint lines is good and improving as the season advances. No doubt the painting of new buildings, especially dwellings, is being rushed, and this has created a big demand for paint lines; but apart from this there is a steadily increasing sale of general paint goods to hardwaremen all over the province.

The paint trade appears to be prosperous. Dealers are busy and orders are depleting stocks considerably.

The call for white lead this fall has been very great and at present glass stocks are low. Prices locally on all lines remain unchanged. In regard to rosins the prices have not only been maintained, but further advances have taken place in the south. No good reason can be given why this is the case, however, as there is now about ten per cent. more rosin on hand than there was last year at the end of September.

TURPENTINE — The extraordinary wet two weeks are now being followed by more settled weather in the Southern States, and all are anxiously looking for the receipts of the next fortnight which will tell the story of the scrape of gum from which turpentine is made. It has been asserted that the quantity to be expected is much lower than last year for this month, but this is somewhat a matter of speculation. In any event it is not supposed that it will influence the market very materially, and as the winter is approaching the supplies coming forward for the next three months is expected to be limited. Locally there is uncertainty regarding the turpentine situation. On all sides are evidences of firmness, and certaiy to the looker-on higher prices seem to be the only thing in sight. But during the week rumors of cutting have been abroad, some of the prices said to be quoted going as low as 77 cents. On investigation these rumors could not be verified, however. The prices quoted this week have run from 80 to 82 cents a gallon for barrel lots, with the market quotation at 82 cents. It was thought the price would advance early in the week, but the lack of buyers did not appear to make this possible.

LINSEED OIL—The advance made

——after all, no paint like

"English" Liquid Paint

No other Paint can be made on a higher standard—70% pure White Lead, 30% pure Zinc White.

No other Paint in which the only lead used is Brandram's B. B. Genuine, for over one-hundred years the standard of the world.

No other Paint covers so well.

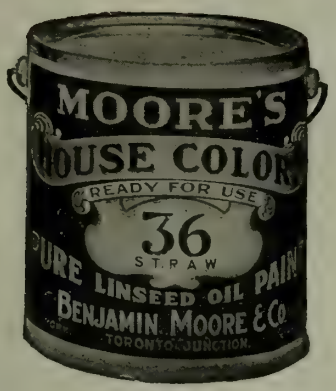
No other Paint so economical for the house owner, or so satisfactory for the dealer.

Backed by unique, forceful advertising, including a big newspaper advertising campaign this spring.

Just mail us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg



It is of Grave Import

to YOU that your stocks in such a very important line as paints should be of the most satisfactory and reliable kinds.

¶ Have you given this matter the attention it deserves? There is a line of paints which always pleases,

MOORE'S HOUSE COLOURS

They are pure linseed Oil Paints of moderate price, and they are durable, reliable, uniform and brilliant. They will obtain and retain for you the whole of the paint trade in your district. Send for colour card and prices.

AGENCIES:

A. M. Bell & Co., Halifax, N.S.
The Hanbury Hardware Co., Limited, Brandon
Emerson & Fisher, St. John, N.B.
Enterprise Hardware Co., Limited, Saskatoon

Benjamin Moore & Co., Limited

West Toronto, Canada

New York Chicago Cleveland, U.S.A.

LACQUERET

For Brightening The Home

THERE is nothing will appeal so forcibly to the proud housewife as a tin of ***Lacqueret***, the translucent lacquer, whose magic touch brightens up old dingy furniture and every kind of woodwork. Its uses in the home are innumerable! Tell your customers what it will do. You can sell ***Lacqueret*** all the time if you recommend it. Send for prices. You cannot fail to handle ***Lacqueret*** with profit.

INTERNATIONAL VARNISH CO., Ltd.

Makers of Fine Varnishes TORONTO Branch of Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

last week to 66c and 69c for raw and boiled oil is maintained locally as well as by the manufacturers, and as the price in Great Britain with duty and freight added to it is still higher than the price to the crushers in Canada there does not seem to be any chance for a reduction in the near future. In fact there is a firmer tone to the market this week.

WHITE LEAD—It was expected that ere this white lead prices would have gone back to the old quotations, as with the firmer tone in turpentine and the advance in oil there was nothing else to do. The prices have not gone back, however, but there is a better and stronger feeling about the prices than was the case a week ago. Business is of fairly good proportions. Corroders report a good inquiry for dry white lead from manufacturers. Prices run from $5.55 to $6.

RED LEAD—The decline in prices last week has not affected trading to any great extent. Demand is reported as of the usual volume. Casks are $4.25, and 100-lb. lots, $4.50 to $4.55.

GLASS—Glass has already this fall advanced a point in Europe and now comes word that a second advance has taken place. This would mean an increase of about 10 per cent. The Belgium makers maintain that last year's prices were ruinous, and now the workers threaten a strike. Stocks here are low and importations may have to be made before December, the time when these importations were expected. In any case future buying will be at a higher figure.

PUTTY—Demand is steady and strong. Prices are unchanged and the market is firm. Bulk putty in casks is at $1.75; 100-lb. drums, $2; and bladders, $2.15 to $2.25.

STAINS AND VARNISHES — The market is unchanged and sales are but fair.

PETROLEUM—Shipments and deliveries are taking up large quantities of stocks and are giving a brisk air to the coal oil business. Prices are unchanged. Prime white coal oil is 13½c; water white, 15½c; and Pratt's astral, 17½c. There is still a fair demand for gasolene at 16½c, and benzine at 15½c.

PAINT NOTES.

Chas. E. Tryon, painter, Dundalk, Ont., has assigned.

McArthur & Co., painters, Montreal, have been registered.

A demand of liquidation has been made on E. J. Bernard, Ltd., decorators, Montreal.

Dennis & Co., painters and dealers in wallpapers, Toronto, have been granted an extension of time by their creditors.

The Board of Control has awarded James Casey the contract for painting the addition to the Toronto House of Industry, at $150.

HARDWARE PATENTS.

120348—G. M. Bartholomew, Bristol, Conn.; bit braces, Stanley Rule and Level Co.

120349.—I. W. Nonneman, Borden Co., Warren, Ohio; adjustable die stocks.

120374.—G. E. Card, R. F. Spence, Springhill, N.S.; combination tools.

120398.—L. Knaster, Hoboken, N. J.; safety razors.

120413.—C. H. Schwalm, Alliston, Ontario; automatic vehicle brakes.

120433.—F. H. Barwick, Montreal, Que.; fastening devices for metal window frames and the like.

120438.—P. Masterson, Cobalt, Ont.; pipe and nut wrenches.

120461. F. Loeb, Brooklyn, N.Y., buckles, L. D. Greenfield, Mfg. Co.

120469. J. Wright, Hamilton, knockdown stove pipes, E. T. Wright & Co.

120472. E. P. Kinne, Alliance, Ohio, couplings, American Steel Foundry Co.

120493. R. W. Burnham, Ocean Point, Maine, protecting hoods for spark plugs.

120523. S. J. Plunkett, Edmunston, N.B., combined shovels and sifters.

120574. P. Anderholm, Hibbing, Minn., wrenches.

120575. R. Nolte, Bielefeld, Germany, wrenches.

120576. J. P. Wright, Canton, Ohio, pipe wrenches.

120625. W. L. Bornman, Indianapolis, bucksaws, E. C. Atkins Co.

120676. T. Reynolds, Toronto, cooking utensils.

120682. F. J. Venning, Pittsburg, trolling frogs and crossings.

120684. W. Benedek, Chicago, sheet metal brakes.

120686. E. H. Buterbaugh, Summerville, Pa., fish hooks.

120715. J. Deininger, Ulm, Germany, locks.

120718. C. Grabhorn, Hoboken, N.J., safety razors.

120722. E. V. Lamotte, Portland, Ore., nut locks.

120727. G. W. Mason, Sharon, Pa., wrenches.

IRONMONGER'S FIFTIETH ANNIVERSARY.

The Ironmonger, published at London, England, celebrated its golden jubilee last month, and its issue of September 4 was devoted to a history of that journal's career. The event is quite unique in the world of trade journals.

The Ironmonger which started out in 1859 in the form of a monthly trade circular by the six Morgan brothers has since developed into the leading European weekly trade paper dealing with ironmongery, engineering and metals, and the success which has fallen to its lot is richly deserved. Hardware and Metal wishes the Ironmonger continued prosperity.

SIMONDS SAWS WIN PRIZE.

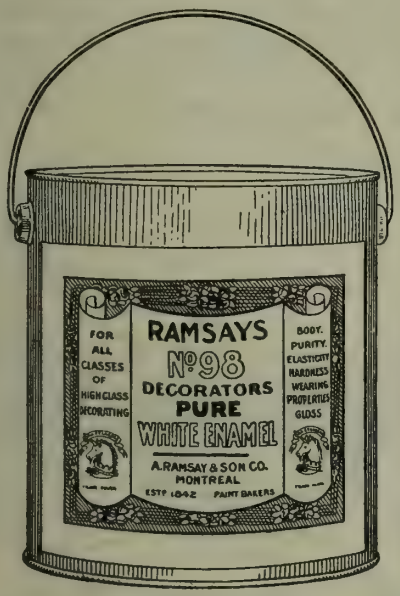
The Simonds Mfg. Co., of Fitchburg, Mass., and Chicago, Ill., and Simonds Canada Saw Co., Montreal, Que., with branches at St. John and Vancouver, are to be congratulated on their success in gaining the most coveted prize at the Seattle Exposition, in competition with three other saw firms. Each contestant had specialists before the jury to fully explain any points about the manufacture of their saws, and after actual tests were made the grand prize was awarded to Simonds Saws, second honors being divided equally among the other firms.



ENAMEL FOR THE PAINTER

Haven't you often noticed what a difficult thing it is to get a real good high-grade white Enamel for high-class painters' trade? For years dealers have been obliged to bring in these Enamels from abroad at exorbitant prices and sell at little or no profit.

RAMSAY'S No. 98



changes all that. You have herean enamelunsurpassed by any imported into the country. It is for the Decorators—for high grade work. It is not cheap—that is as cheap things go, but it is cheap for what it claims to be. You should learn about this Decorators' Enamel anyway, in order to be posted. Write us for special booklet on Ramsay's No. 98 Enamel.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **The Paint Makers**

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and **to keep it there,** if you carry

New Era Paint

This paint keeps its colour better, lasts longer and covers a greater surface than many higher priced paints. It is pure and moderately priced. Get our prices.

Standard Paint and Varnish Works Co. LIMITED
Windsor, Ontario

COOKSON'S GENUINE WHITE LEAD

Imported from Newcastle-on-Tyne

The finest White Lead is made in England and Cookson's is recognized as the finest of English White Leads.

Cookson & Co, Ltd., are by far the largest corroders of White Lead in the world, and their product is acknowledged in all the lead markets as the highest grade. The fact that the British Admiralty places its contracts for Cookson's (recent orders amount to 3,400 tons) is good evidence of its reliability.

Cookson's costs you but little more than ordinary White Leads—affords you a good profit and sells well.

PLACE YOUR ORDER TO-DAY.

The James Robertson Co., Limited
Grinders of Pure White Lead, Manufacturers of Paints, Colors, etc.
267 King St. West, - - Toronto, Canada

THE DOUGALL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL

The "INFALLIBLE" GLAZIERS' DIAMOND
Just the Tool for inexperienced Glass Cutters



MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

A Bountiful Harvest

Has been gathered in all over the Dominion of Canada, and the business prospect is good for another year.

Fall ploughing and seeding is now in order. The Alabastine Company offer their heartfelt thanks to their patrons and customers for the increased trade in Alabastine, making spring of 1909 a record season and ahead of all former years.

To assist their friends and to increase their trade for Alabastine, and make 1910 another record season the Alabastine Company have gotten out new and special advertising matter, which they will take an early opportunity of placing before the trade. As they have done in the past, they ask their customers to again co-operate and

SOW THE GOOD SEED

Alabastine Alabastine Alabastine Alabastine Alabastine Alabastine Alabastine Alabastine Alabastine
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The Permanent and Sanitary Wall Coating

The Alabastine Co., Limited - Paris, Ont.



FRESH PAINT

Look Out

for **unknown** paints—they're slow sellers. Look out for "shelf" paints—they're loafers. What you want is paint that sells and satisfies.

MARTIN-SENOUR PAINTS

do both, because they are quality paints. They are paints of known standing—of fair profit—and of repeat orders.

The reason a stock of Martin-Senour Paint is **Fresh Paint** is simply because they don't stay on your shelves. Our sales pushing co-operative scheme will keep your stock moving—therefore fresh—and this wins the confidence of your customers. Ask for our plans, terms, etc.

Montreal - **MARTIN-SENOUR CO., Ltd.,** - *Chicago*

Pioneers Pure Paints

THE WINNIPEG PAINT & GLASS CO., Ltd., Winnipeg

THE MARITIME PAINT & VARNISH CO., Ltd., Halifax, N. S.

DREDNAUGHT

FINISH

For interior or exterior use. A Varnish especially adapted for general use on such as :---

Front Doors,
Ceilings,
Walls,
Furniture,
Carriages,
Boats, etc., etc.

Put up in tins of assorted sizes and packed in cases of ten gallons. This general purpose varnish is a most convenient line for the dealer. Saves time in filling customers' orders. Does away with the necessity of carrying a number of different varnishes.

P. D. DODS & CO.
Limited

HEAD OFFICES AND WORKS

MONTREAL

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

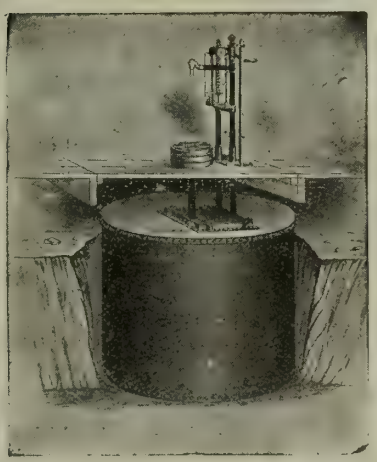
Wilckes Martin Wilckes Co.

For Sale by Jobbers in Paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale Quantities Only.

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

For the Fall and Christmas

trade do not fail to carry a stock of

BUSTER BROWN

Children's Summer and Winter Coaster Express Wagons and Sleighs.

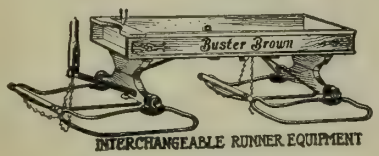
Handy around any House, Store or Farm.



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Manufactured by

The Woodstock Wagon & Mfg. Co.
Limited
Woodstock, Ontario

The JAS. STEWART Mfg. Co., Ltd.
Winnipeg, Man.
Sole Agents for Western Canada.

THE WHITE MOP WRINGER



is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.
Fultonville, New York





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

It's time to do some thinking about your

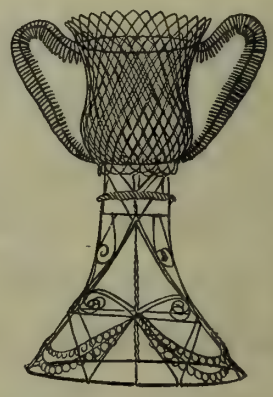
THANKSGIVING Window Display

The holiday comes on Monday, October 25, and it's an opportune time to display Roasting Pans, Carving Sets and other requisites for the family reunions.

PHOTOGRAPH YOUR DISPLAY

and send to the Editor of Hardware and Metal. The sender of the best photo of a Thanksgiving display will receive a bound copy of "Hardware Window Dressing," sold regularly at $2.50. Address: The Editor,

HARDWARE & METAL
10 Front Street East, TORONTO



Lawn Designs, Ornamental Fencing, Gates of all kinds, Railings, etc.

Manufactured at

Crescent Wire and Iron Works.
Partridge & Sons
KINGSTON, ONT.

Write for new Illustrated Catalogue.

When writing advertisers kindly mention having seen the advertisement in this paper.

VALUE OF GOOD COPY

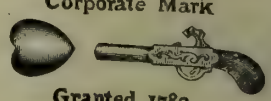
Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—TOM MURRAY, Chicago.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



We Have Doubled Your Market For Roofing

Where previously you have sold one roll of ready roofing you ought now to be easily able to sell two rolls Ruberoid.

For the attractive new Ruberoid IN COLORS has doubled the market for roofing.

Ruberoid in red, green or brown is suitable for the finest home, the costliest public building.

With all the durability of uncolored Ruberoid, these new shades meet the demand which no other ready roofing has ever been able to fill.

And in Ruberoid, whether in colors or plain, you are sure of selling the best there is in roofings.

There are now more than three hundred substitutes for genuine Ruberoid, but Ruberoid is the original and Ruberoid alone has withstood the test of seventeen unbroken years of actual use.

The first roofs of Ruberoid, laid in 1892, still look good for many more years of wear--still weather-tight.

RUBEROID

(Trade Mark Registered)

Ruberoid is sun-proof, rain-proof, snow-proof, cold-proof and weather-proof. It resists acids, gases and fumes.

It is so nearly fireproof that if you drop live coals on a roof of Ruberoid, neither the Ruberoid nor the timbers beneath will take fire.

The secret of these unique properties lies in the Ruberoid gum which we use. Ruberoid gum is our exclusive product. No other maker can use it.

That is why, of three hundred substitutes, no one of them can possibly be so durable, so good, as Ruberoid.

Our international advertising campaign is now in full swing. We are sure to have inquiries for Ruberoid from those who live near you. Be prepared to fill the demand which we create. A postal card will bring our dealer's plan, and will explain how we willingly stand the expense to make sales for you. Address Dealer's Department 92D.

The Standard Paint Co. of Canada, Limited,
Imperial Bank Building, Montreal, P.Q.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1188-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake,
Galvanized Flat Sheets that are unequalled as to flatness, absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

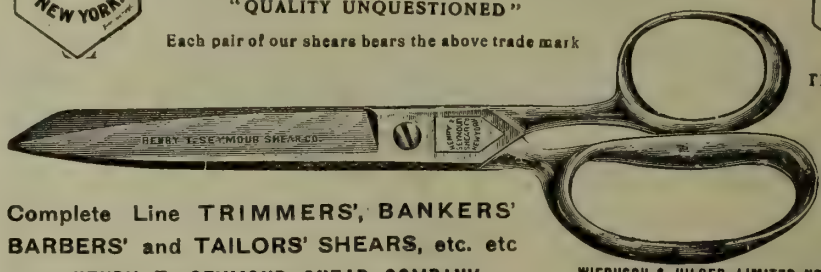
HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy year
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

You Will Save Money
By Using

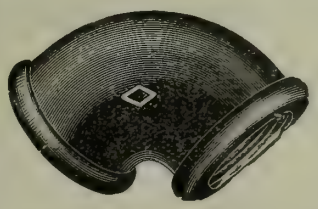
"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Antien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



DIAMOND BRAND FITTINGS

will prove a certain trade builder for you. Handle them exclusively and see the diamond. Perfect in fit, thread and finish.

WHOLESALE ONLY FROM

OSHAWA STEAM & GAS FITTINGS CO., Ltd.

OSHAWA, CANADA

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.



Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

"Always Reliable"

Gasoline Combination Slow Torches

(Patent Appl ed for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ
13th St., Newark. N. J.

THE "SPECIAL" SAW SET



FULLY WARRANTED.

This saw set is used to set hand saws of all kinds, and can be used by an inexperienced person with as good results as by the most experienced mechanic.

Buy through your jobber and if he hasn't got them write us.

CHAS. MORRILL, 271 Broadway, NEW YORK

JOSEPH RODGERS & SONS,

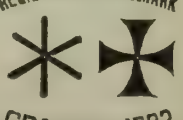
SHEFFIELD, ETC. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

The Sliding Furniture Shoe for Metal Beds





Pat. Feb. 9-09.

For metal beds, round or square posts, these Wishbone Bushing or long steel stems used in connection with Cone Washer, will retain itself centrally and can easily be removed. Made so as to fit any size of post. The ball and socket principle of joint allows Shoe to adjust itself to uneven surfaces, hence the shoe will slide where castors will not roll. Do absolutely no damage to hardwood floors, carpets or matting.

Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives; Coulson and Blaikie, Montreal, Que.
Western Representatives; G. W. Endress, Winnipeg, Man., E. R. Bollert, Vancouver, B. C.

Onward Manufacturing Co., Berlin, Ont. and Menasha, Wis.

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

There's no ice so slippery that "*Little Clinchers*" will not carry you over without a fall. They grip the pavement firmly at each step.

"Little Clinchers"

make icy pavements, roads and hills as safe as the floor in your home. They're adjustable to the heel of your shoe in *half a minute*—no nails, screws, rivets or straps. They're invisible and comfortable.

No need to remove them indoors—simply fold the heel-plate forward, reversing spikes under instep, and the floors and carpets are safe. "*Little Clinchers*" are made of steel, with specially hardened points. If your jobber cannot supply you with these goods, write us.



Smith Hardware Co., Ltd.
4 LEMOINE ST., · MONTREAL



Ford's Auger Bit

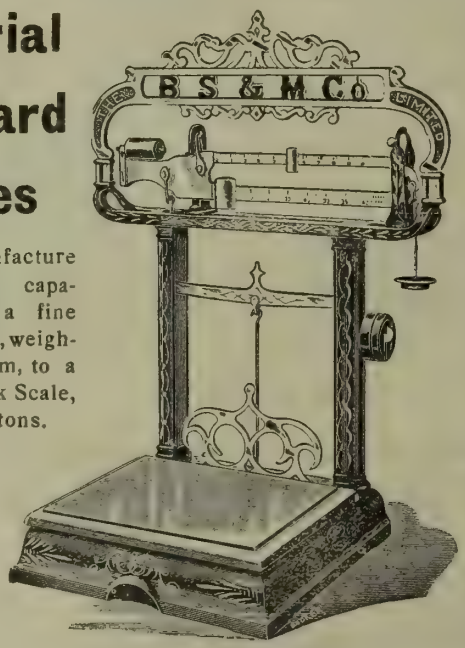
is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Imperial Standard Scales

We manufacture Scales of all capacities from a fine Druggist Scale, weighing one drachm, to a Railway Track Scale, weighing 100 tons.

Write for our illustrated catalog and price list—they will interest you.



IMPERIAL COUNTER SCALE

The Counter Scale shown here is made with Cut-off Lever and has Nickel-plated Doube Brass Beam with Sliding Poises.

Capacity of Beam 50 lbs. Total capacity 200 lbs.

Made by

The Burrow, Stewart & Milne Co., Ltd.
Hamilton, : : : Ontario.

YOU CAN'T GET

away from the fact that in every department of your store it pays best to handle **quality goods**

STILL'S AXE HANDLES

of the famous Gilmour pattern lead in the way of quality, shape, balance and finish.

Send for quotations.

J. H. Still Manufacturing Co.
Limited.
St. Thomas, . . Ontario.



Our Electric Welded Chains

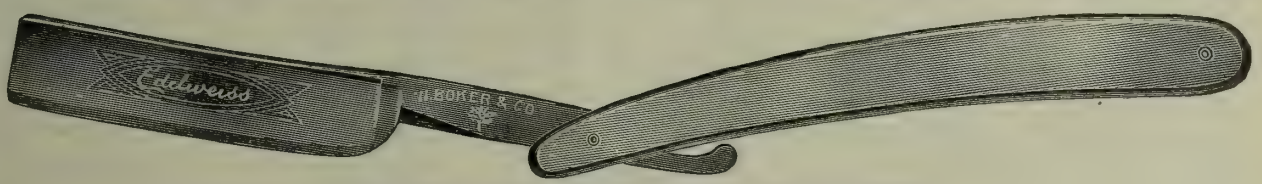
have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

CAUTION TO PURCHASERS OF H. BOKER & CO.'S RAZORS



NONE GENUINE WITHOUT THE TRADE MARK "TREE"

Look for this Trade Mark



It is on all genuine Boker's Razors

Owing to the numerous piracies and imitations of H. Boker & Co.'s Razors which are being offered to the Trade as Boker's Make without the Tree—***Beware of such!*** Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customers' guarantee.

FOR SALE BY ALL WHOLESALE HARDWARE HOUSES.

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

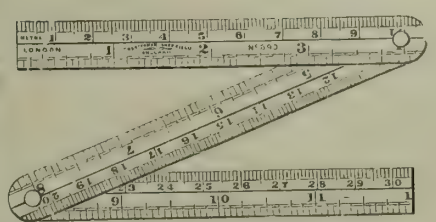
Linen, Metallic and Steel



Trade J C *Marks*

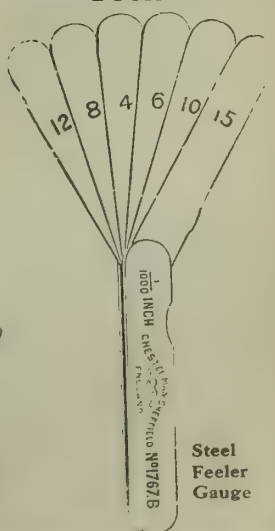
CONSTANTIA J C

TRE BLE



Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

Is Your House Warm?

That's the question to ask some of your customers. The house that is warm in winter is cool in summer. Our ***TARRED FELT*** and ***READY ROOFING*** and ***BUILDING PAPERS*** just meet such cases. ***DEMONSTRATE*** the brands you know to every owner of property. You will make a good friend for us and for yourself. ***OUTBUILDINGS*** and all the Stables, etc. can be made as cosy as possible by just a suggestion of common sense ***BUILDING PAPER.***

JOLIETTE and CYCLONE SHEATHING

WE ALSO MAKE WRAPPING PAPERS OF ALL KINDS

BLACK DIAMOND TARRED FELT

2 and 3 Ply

ALEX. McARTHUR & CO., Limited

82 McGill Street — MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" 4 " ..	19 25	19 45

BABBIT METAL.

Canada Metal Company—Imperial, genuine 4 0c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Tourbar, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal. Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round ...	0 22
Tubing, seamless base, per lb.....	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.
Casting ingot	14 25 14 00
Cut lengths, round, bars, ½ to 2 in...	21 00
Plain sheets, 14 oz.....	21 00
Plain, 16 oz., 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base.....	26 00
Braziers' (in sheets), 4x8 base...	20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28.....	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American			3 50
26 " "			3 75
28 " "	(equal to 26 English)		4 20
10½ oz.	"	28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	19 25	
Middlesboro, No. 3 pig iron..	16 75	20 25
Summerlee, No. 2 " ..	19 00	20 00
Carron No. 1	20 50	....
Carron, special.....	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 75
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron.....	32 00	32 50
Ferro Nickel pig iron (3oo) ...		25 00
Angles..... .....base	2 60	2 60
Common bar, per 100 lb.....	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel.....	1 85	2 05
Sleigh shoe steel.....	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel.....	0 50	....
Cammell Laird		0 16
Black Diamond tool steel ...	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 32 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Ravea and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX 14 x 20 "	7 75
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75
" 14x65 " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

LEAD

	Montreal	Toronto
Imported Pig, per 100 lb.....	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks.....	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass.....	0 04½	0 06½
Tea lead	0 02½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate.....	11 00	12 00
Malleable	9 00	12 00
Miscellaneous steel		6 00
Old rubbers.....	0 08½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 70 p.c
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p.c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium' valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	1 75
No. 4 " " " ..... "	1 65
No 7 Fuller " " .... "	2 00
No. 4½ " .... "	2 00
Patent Compression Cushion, basin cock, hot and cold, each.....	$1.25
Patent Compression Cushion, bath cock, No. 2208, each.....	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

15x24, $1; 18x30, $1.15; 18x36, $1 95.

ENAMELED BATHS, SINKS, ETC

Bath tubs, 5 feet, 2½ inch rim, $15.50
Roll rim sinks, 18 x 30 $7 55
Flat rim sinks, 15 x 24 $3; 18 x 30, $2.35; 18 x 36, $3.50
Low down closet combinations, $14.50.
Laundry tubs double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50, 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 03	⅛ inch.....	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 16	½ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable unions, 67½; nipples, 75 and 10; malleable, tipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.....	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked.....	0 05½
Green copperas (green vitrol).....	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	0 08
Chrome yellow	"	0 16
Golden ochre	"	0 10
French	"	0 08
Chrome green	"	0 09
French permanent green"	....	0 13
Signwriters' black	"	0 15
Marine black, 25 lb. irons.....		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.....	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09

Our Knives Are "Made to Cut" --- SPLENDID QUALITY



There is a good profit for hardwaremen in handling

"PYRAMID" CUTLERY

Made of the very finest celebrated Sheffield steel, nicely finished and attractive appearing—a strong, steady, satisfactory seller.

Sold by all leading Canadian Jobbers.

MANUFACTURED BY **Nixon & Winterbottom, Limited,** at Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 80 0 81
Linseed Oil, " raw	0 66 0 66
" " boiled	0 69 0 69

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25 4 25
Genuine, 100 lb. kegs. "	4 75 4 75
No. 1, casks, per 100 lbs	3 75 3 75
No. 1, kegs, per 100 lbs	4 25 4 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 0

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 8
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 80 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 45 and 10 per cent.

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent'

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb	0 31

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	8 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

FILES AND RASPS.

Great Western, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c.
Jowitt's, English list, 27½ per cent.
Disston's, 70 and 10 p.c.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $8 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MORE "FAVORITE" CHURNS

are sold in Canada than all others combined. Isn't that about the best possible proof that the "Favorite" is known throughout the Dominion as the best churn to buy—and the best for the dealer to sell?

Light, rigid base, roller bearings, convenient, easy drive, bolted trunnions, splendid finish; these are some of the features that have given the "Favorite" its big lead, and that make it the most satisfactory churn for you to handle.



DAVID MAXWELL & SONS

ST. MARY'S, ONTARIO

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1810, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" ' rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	0 13½
Berg's, per lb	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Buckworth, per lb	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅜ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood per doz.	5 00
" iron "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
"Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½;
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS



Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast...per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 11, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 25, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.30 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 80
Plain		2 55

Coopers', 45 per cent.
Poultry netting staples, 55 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz. 8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite, 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

TWINE.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 26
" 4-ply	0 30
Mattress twine per lb.	0 33 0 40
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ½c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 35	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

INDEX TO ADVERTISERS.

Alabastine Company ... 58
American Shearer Co ... 25
Armstrong Bros Tool Co ... 9, 25
Atkins, E. C., & Co ... 1
Atlas Mfg Co ... 25
Aylmer Pump and Scale Co ... 14

Barnett, G. & H. Co ... outside back cover
Beardwood Agency ... 30
Bernz, Otto ... 63
Boker, H. & Co ... outside front cover, 65
Bowser, S. F., & Co, Ltd ... 59
Brandram Henderson, Ltd ... 54
Brantford Roofing Co ... 27
Bryan, Thos, Ltd ... 15
Buffalo Mfg. Co ... 27
Burrow Stewart & Milne Co, Ltd ... 20, 64

Cameron & Campbell ... 25
Canada Foundry Co ... 14
Canada Paint Co ... 56
Canada Screw Co ... 2
Canada Steel Goods Co ... 8
Canada Wire Goods Mfg Co ... 30
Canadian Hart Wheels ... 25
Canadian Heating & Ventilating Co ... 20
Carter-Crume Co ... 25
Cartland, Jas., & Son ... 13
Carver File Co ... outside back cover
Caverhill, Learmont & Co ... 7
Chesterman, Jas ... 65
Chicago Spring Butt Co ... 1
Clare, Little & Co ... 25
Clauss Shear Co ... 69
Collins Mfg. Co ... 25
Congo Roofing ... 21
Copp, W. J., Sons & Co ... 49
Coulson & Blakie ... 25
Crookes, Jonathan, & Son ... 60

Davidson, Thos., Mfg. Co ... 22
Decatur Bull & Co ... 11
Dennis Wire & Iron Co ... 32
Dieckmann, Ferdinand ... 62
Dillon, R., & Sons ... 33
Directory of Manufacturers ... 25, 26
Disston, Henry, & Son ... 6
Dods, P. D. & Co ... 59
Dominion Cartridge Co ...
Dominion Wire Mfg. Co ... 13
Dorken Bros ... outside front cover
Dougall Varnish Co ... 57
Dowswell Mfg. Co ... 72
Dubuc, L. E ... 63

Electrical Specialties, Ltd ... 25

Findlay Bros ... 19
Ford Auger Bit Co ... 64
Frothingham & Workman, Ltd ... 4

Gendron Mfg. Co ... 29
Gibb, Alexander ... 25
Gilbertson, W., & Co ... 62
Greening, B., Wire Co ... 32
Grove Chemical Co ... 64
Guelph Spring and Axle Co ... 30
Gurney Foundry Co ... 23
Gutta Percha & Rubber Mfg. Co ... outside back cover

Hamilton Bridge Co ... 12
Harrington & Richardson ... 24
Harris, J. W., Co ... 26
Hart & Cooley ... 15
Heinisch, R., Sons Co ... 62
Hingston Smith Arms Co ... 72
Hobbs Mfg. Co ... 31
Howland, H. S., Sons & Co ... 5
Hutton, Jas., & Co ... 63

Imperial Varnish and Color Co ... 53
International Distributing Co ... inside back cover
International Varnish Co ... 55

Jack, Watson, & Co ... 63
James & Reid ... 25
Jardine, A. B., & Co ... 62
Jessop, Wm., & Son ... 63
Johnson's, Iver, Arms and Cycle Works ... 51

Kains, J. M., & Co ... 25
Kemp Mfg. Co ... 34
Kerr Engine Co ... 72

Langwell & Sons ... 25
Leslie, A. C., & Co ... 49
Lewis Bros, Ltd ... 7
Lockerby & McComb ... 8
London Foundry Co ... 28
London Rolling Mill Co ... 51
Lufkin Rule Co ... inside back cover
Lysaght, John ... outside front cover

McArthur, Alex., & Co ... 66
McBrien Mfg. Co ... 30
McClary Mfg. Co ... 16
McDougall, R., Co ... 14
McGlashan-Clarke Co., Ltd ... 8
McKinnon Dash & Metal Works Co ... 65

Maple City Mfg. Co ... 21
Martin-Senour Co ... 58
Maxwell, D., & Sons ... 68
Metal Shingle and Siding Co ... 30, 31
Metallic Roofing Co ... 2
Moffat Stove Co ... 17
Montreal Rolling Mills Co ... 53
Moore, Benjamin, & Co ... 55
Morrill, Chas ... 63
Morris & Bailey Steel Co ... 12
Morrison, James, Brass Mfg. Co ... 29

National Hardware Co ... 26
Newman, W., & Sons ... 25
Nicholson File Co ... 71
Nixon & Winterbottom ... 67
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 51

Oakey, John, & Sons ... 62
Oneida Community ... 21
Ontario Lantern and Lamp Co ... 27
Ontario Wind Engine and Pump Co ... 25
Onward Mfg. Co ... 64
Orford Copper Co ... 51
Oshawa Steam and Gas Fittings Co ... 63
Otterville Mfg. Co ... 14
Owen Sound Wire Fence Co ... 14

Paris Plow Co ... 24
Parmenter Bullock Co., The ... 25
Partridge & Sons ... 60
Pearson, Geo. D. & Co ... 20
Pease Foundry Co ... 47
Pelton, Godfrey S ... 57
Penberthy Injector Co ... 28
Peterborough Lock Co ... inside back cover
Pink, Thos ... 9
Plymouth Cordage Co ... 28

Ramsay, A., & Son Co ... 57
Robertson, James Co, Toronto ... 57
Robertson, Jas., Co., Montreal ... 12
Rodgers, Jos., & Sons ... 63
Royal Polishes Co ... 63

Salyerds, E. B ... 13
Samuel, M. & L., Benjamin, & Co ... 6
Seymour, Henry T., Shear Co ... 62
Sharratt & Newth ... 62
Sherwin-Williams Co ... 49
Simonds Mfg. Co ... 29
Simonds Canada Saw Co ... 15
Smart, Jas., Mfg. Co ... 22
Smith Hardware Co ... 64
Southam, Limited ... 21
Stairs, Wm., Son & Morrow ... 71
Standard Chain Co ... 12
Standard Paint Co. of Canada ... 61
Standard Paint and Varnish Co ... 57
Stanley Rule and Level Co ... 32
Steel Trough and Machine Co ... 26
Stephens G. F ... 47
Stewart, Jas., Mfg. Co ... 18
Still, J. H., Mfg. Co ... 64

Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H., Co ... outside back cover
Toronto Furnace and Crematory Co ... 31
Toronto Plate Glass Importing Co ... 30

U.S. Fire Protection Co ... 30
U.S. Steel Products Export Co ... 10, 33

Want Ads ... 45
Warren Mfg. Co ... 25
Warminton, J. N ... 26
Watson Jack, & Co ... 63
Welch, W., & Son ... 15
Westenholm's Cutlery ... 32
Western Wire and Nail Co ... 30
White Mop Wringer Co ... 60
Whitman & Barnes Mfg. Co ... 11
Wiebusch & Hilger, Ltd ... 25
Wilckes, Martin & Wilckes ... 59
Winnipeg Ceiling and Roofing Co ... 47
Winnipeg Paint and Glass Co., Ltd ... 49
Woodstock Waggon Co ... 60
Wright, E. T., & Co ... 30

CLASSIFIED LIST OF ADVERTISEMENTS.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Ash Sifters
The McBrien Mfg. Co., Ltd., Toronto

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal
Geo. Langwell & Son, Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
Starr Mfg. Co., Dartmouth, N.S.

Bolts---Expansion
Star Expansion Bolt Co., New York

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs---Galvanized and Plain
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chain
Decatur Bull & Co., Montreal.

Chucks
Ryall Tool Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H

Clothes Pulleys
The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills
Decatur Bull & Co. Montreal.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drill Heads---Extension
Star Expansion Bolt Co., New York

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montre
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Filters
Anti-Splash Filter Co., Owen Sound, Ont.

Firearms and Ammunition.
Decatur Bull & Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
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Grove Chemical Co., Appley Bridge Eng

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Salyerds, E. B., Preston, Ont.

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Montreal Rolling Mills Co., Montreal.

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E Fielding, Toronto

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Ontario Lantern and Lamp Co., Hamilton, Ont
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Wright, E. T., & Co., Hamilton.

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Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

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Peterborough Lock Mfg. Co., Peterborough, Ont.

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J. M. Kains & Co., Vancouver, B C.
Clare, Little & Co Saskatoon Sask
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Samuel, Benjamin & Co., Toronto.
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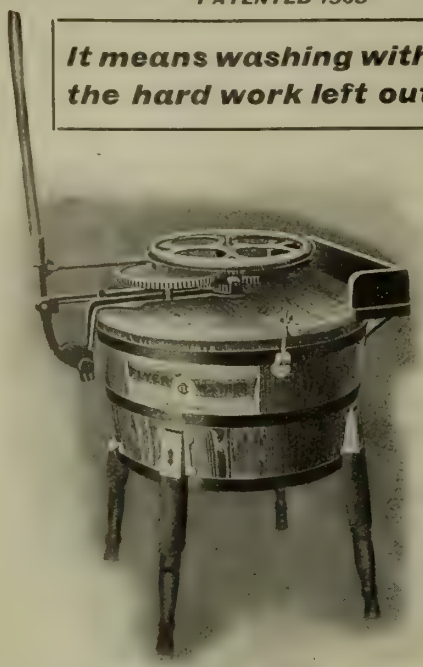
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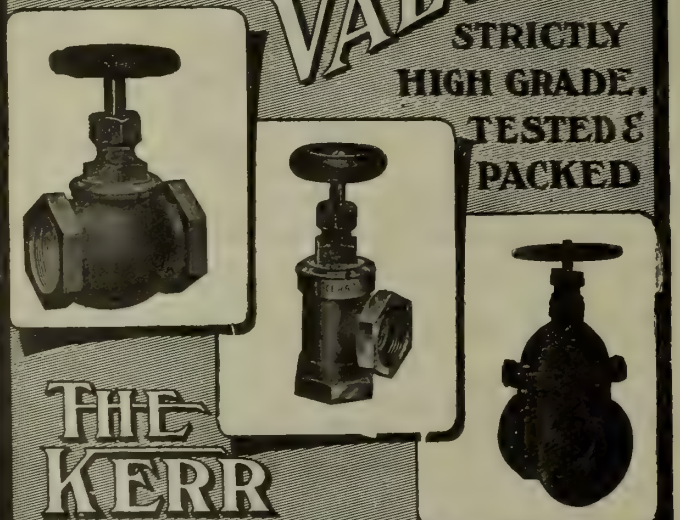
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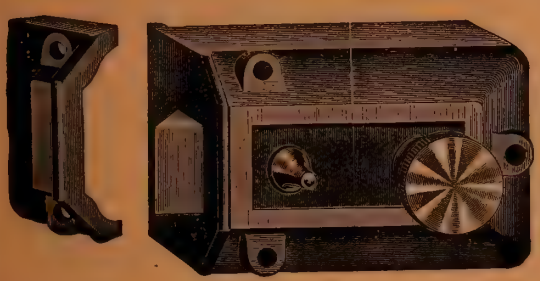
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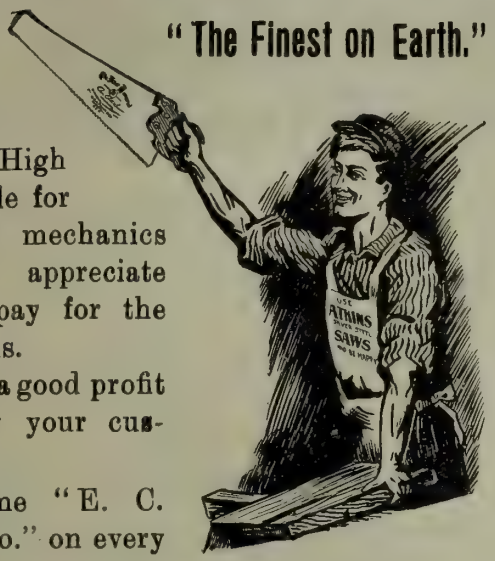
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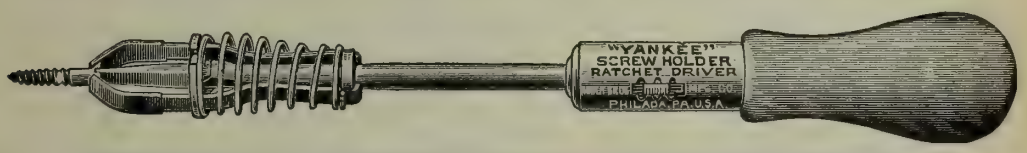
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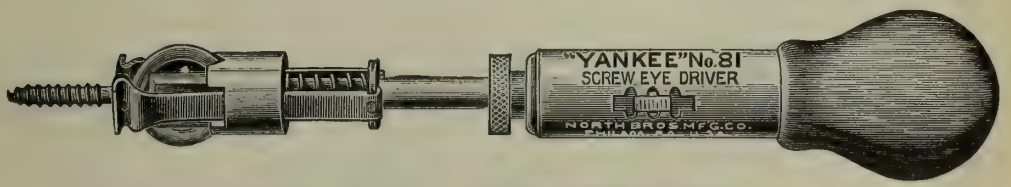
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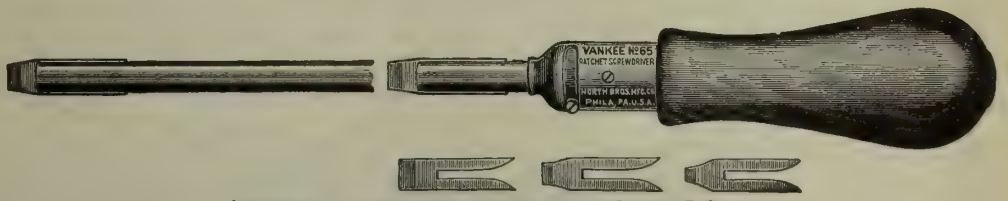
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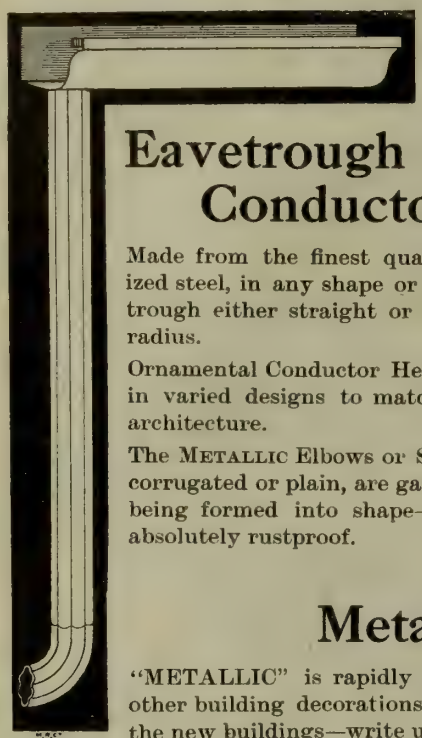
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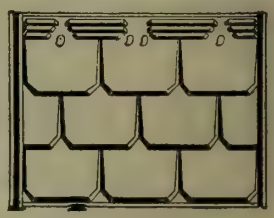
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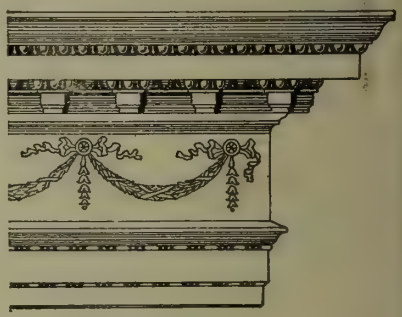
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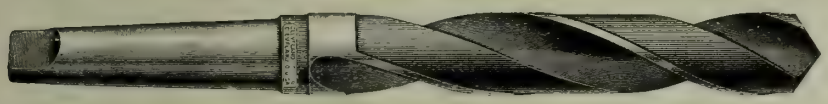
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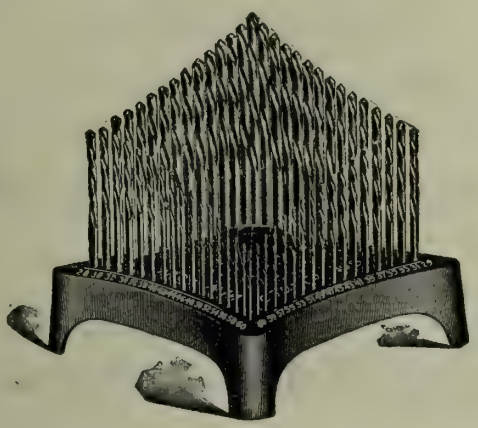
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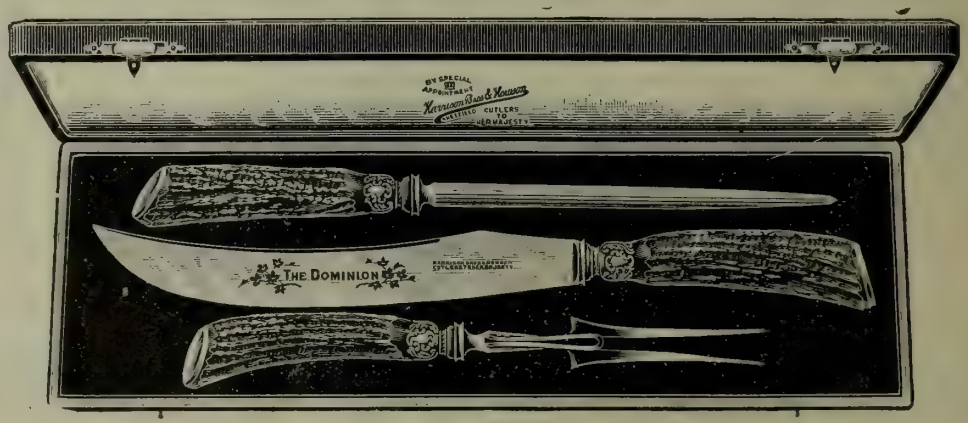
We Carry
in stock All Kinds of



Ladies' Companion

Cabinets and Case Cutlery, Carvers, Manicure Sets, Ladies' Companions, Table and Dessert Cutlery, Scissors in Cases, Safety Razors, Opera and Marine Glasses and other Presentation Goods.

We Ship Promptly



Carvers in Cases

Write For Prices

All Inquiries Receive Prompt Attention

Let us Mail you Cuts of this Line

Ask Our Travellers to Show You Samples.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

POWDER



YES!
It is Good Powder

IN DEMAND NOW

BUY :—



DEAD SHOT SMOKELESS



A POWDER FOR SHOT GUNS

There are many powders that might do when the sun shines and all is serene. But for net results in rain or shine, no powder equals

DEAD SHOT SMOKELESS

It is a powder known to be *stable.*

Use your own judgment in selecting a powder, but don't make judgment until you have tried Dead Shot. It is the greatest combination of *Absolute Quality* ever produced.

Our friends, the trap shooters, have coined a new name,—

"STABILITY DEAD SHOT"

and this leads us to modestly remark that no other powder has shown such a percentage of high scores at the traps. We could say much more, but—why? A booklet of "loads," etc., on request.

AMERICAN POWDER MILLS

CHICAGO BOSTON ST. LOUIS

For other Brands of Powder see our Catalogue

WE ARE AGENTS

H. S. Howland, Sons & Co.

LIMITED

Wholesale Hardware

TORONTO

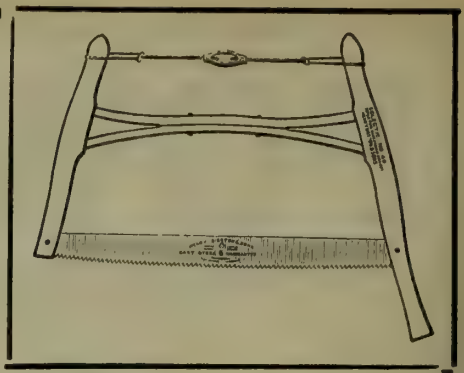
We Ship Promptly

Our Prices are Right

Graham Nails are the Best

Disston quality has made the DISSTON plant grow to Fifty acres since 1840.

How Disston "Bucksaws" Make Customers



This is only one of a list of shapes and styles. See catalogue mentioned below.

YOU can't safely tell an experienced bucksaw user "one bucksaw is like any other." He knows, through actual use, what differences there are. It is because of the absolutely unvarying uniformity of DISSTON Bucksaws that dealers make not one but several sales and profits.

Some of the reasons for the steady increase in the plant of the DISSTONS is the increasing call from shrewd dealers for DISSTON Bucksaws. Pointing to the actual truth about DISSTON Bucksaws wins the customer, with that resulting profit---and it wins him back again, with other resulting profits, for experience with a DISSTON Bucksaw bears out every recommendation you give it.

Show your customer the wood seasoned for several years—the variety of shapes to select from---the styles of blades---the bracings---the varnishing---the weather protection---the ease of handling---the strength ---the qualities for heavy cutting---the absolute rigidity---the fact that in a DISSTON Bucksaw there is positively no lost motion or "give."

Behind every DISSTON Saw, Tool or File you sell there is a profit for you---and after that a steady stream of profits. The highest quality never fails to bring a customer to your shop again.



FREE If you haven't got the latest DISSTON Catalogue, send us a postal. It gives clear and complete descriptions of DISSTON Saws, Tools, Steels and Files, in all the various styles and makes. This new Catalogue may mean a handsome addition to your profits.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, - - PENNSYLVANIA

PIG IRON

ALL GRADES

Prompt or Forward Delivery

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto



Sheffield Steel Still Leads

and PYRAMID CUTLERY is made of Sheffield Steel at its very best.

For Christmas Trade

Hardwaremen will find "Pyramid" Cutlery a splendid line to specialize on. These goods are always in demand for "presents" at Xmas time, so see that your shelves are well stocked with

"Pyramid" Brand

N W
PYRAMID CUTLERY
ALWAYS RELIABLE



"Pyramid" Cutlery

cannot be surpassed for fineness of material, finished appearance and keenness of edge. Remember it pays you to handle

Quality Goods



A large range to select from.
First quality throughout.
Satisfaction guaranteed.
Order without delay

"Pyramid" Brand

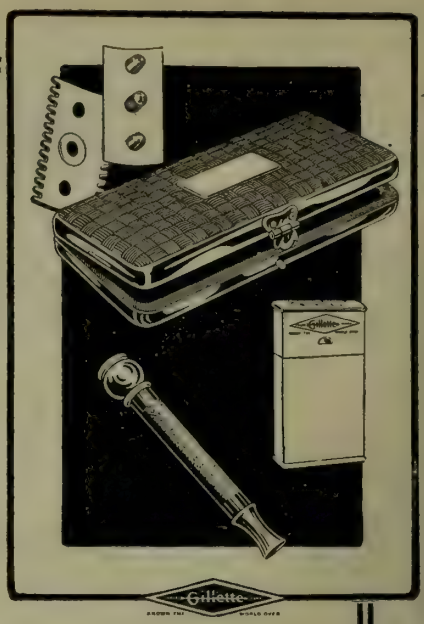
N TRADE MARK W



Sold by all leading Canadian Jobbers.

MANUFACTURED BY **Nixon & Winterbottom, Limited,** at Sheffield, England





The "Gillette" Dealers' Harvest Is From Now to Christmas

All the year round you display and talk GILLETTES to your customers, and we advertise them to everybody.

All the year round you and other pushing GILLETTE dealers sell razors and blades enough to make it mighty good business, both for yourselves and for us.

But the real harvest time of the year for us both is the next two months.

Everybody will be on the hunt for Christmas gifts. If it's for a man, the all-round most suitable gift in the stores to-day is the GILLETTE Safety Razor. In attractiveness, in every-day usefulness and comfort and in price it exactly fills the bill. The GILLETTE appeals to everybody who is looking for a man's Christmas box—if you just bring it to their notice at the right time.

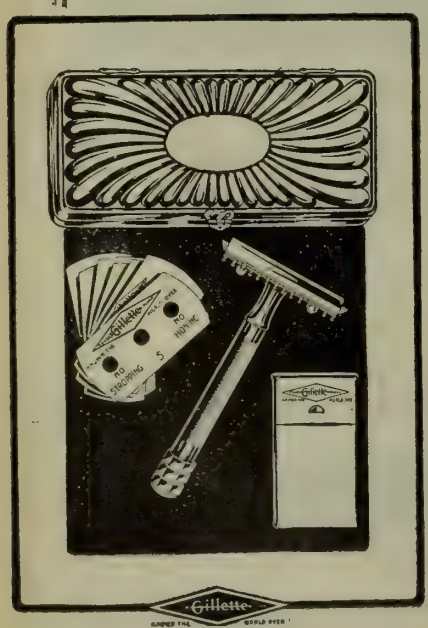
Display the GILLETTE in your windows and on your counters. With the Standard Set, the new Pocket Editions in their handsome gold and silver plated and gun-metal finished cases, and the GILLETTE signs which you have you can easily arrange most attractive displays—displays that will pay you in hard cash many times over for the work spent on them—displays that will bring you in many a $5 bill that would otherwise have gone to the haberdasher, the dry-goods man, or perhaps the bookseller. For hardware dealers have been starved for a live specialty for men.

All the year round we have been directing buyers to the stores that display Gillettes and Gillette signs. Now is the time to make your displays more prominent than ever.

Do your part and you will surely get your share of the immense business which is bound to be done in GILLETTES this holiday season.

Don't delay your orders. If you have not got in a good stock, send for it at once, for we are already so crowded with orders that we are working night and day to catch up, and booked orders, of course, have the preference.

To those who have ordered, but have not yet received the goods, we wish to offer our sincere apology for the delay, and our assurance that we will ship your order in its turn at the earliest possible moment.



The Gillette Safety Razor Company of Canada, Limited

Office and Factory: 63 St. Alexander St., Montreal

Gillette Safety Razor
NO STROPPING, NO HONING

THERE'S MONEY IN TRAPPING

You can increase your business by dressing your window as illustrated below. The entire cost of reproducing this window will be about $2.00.



Hundreds of boys will see this display and want to trap. They can earn from $10.00 to $25.00 a week trapping before and after school.

$5,000,000 worth of furs were caught and sold in Canada last season.

Fur prices were never higher than at present:—

Weasel	25c. to 40c. each	Mink	$3.00 to $6.50 each
Muskrat	20c. to 35c. each	Coon	50c. to $1.50 each
Skunk	$1.00 to $2.00 each	Fox	$3.00 to $5.50 each

We will furnish display cards and specifications free.

Be sure to write us for full particulars regarding the dressing of this window.

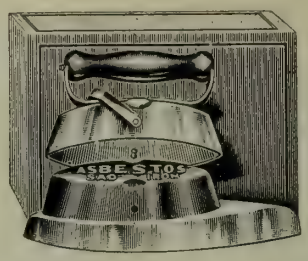
ONEIDA COMMUNITY, Ltd., Niagara Falls, Ont.

Christmas Suggestions in Asbestos Sad Irons

What could be a more considerate gift for wife or mother than an ironing outfit which will smooth out many a household care?

Anywoman who has a home to look after will appreciate the practical advantages of irons which are hot where they come into contact with the cloth and cool where they come into contact with the hand.

There is real enjoyment in ironing the "Asbestos Way"—the way of comfort, convenience and economy.



No. 50. Flounce Iron.
Does wonders among the ruffles.

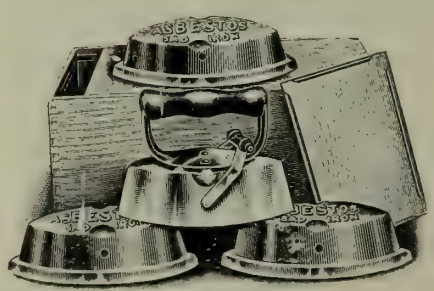


No. 570. Asbestos Family Cabinet.
Eminently practical but elaborate enough to make an appropriate gift.

The various sizes and shapes of Asbestos Sad Irons and the combination ironing outfits make splendid gifts for Christmas, birthdays, and weddings.

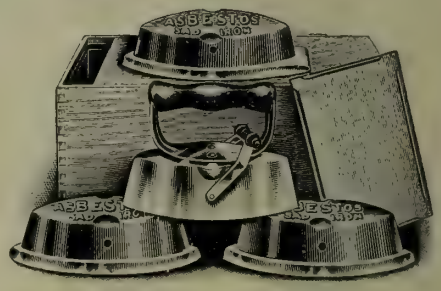
A neat and useful set can be made up by combining the Flounce Iron with one of the Laundry Sets. The "de luxe" edition of Asbestos Sad Irons is the Family Cabinet—"an iron for every purpose" in an elegant hardwood case.

Put Asbestos Sad Irons on your list of Christmas specials and suggest them to the man or boy who wants a gift that wife or mother will appreciate.



No. 70. Laundry Set.
All pointed irons.

If you wish advertising materials to bring Asbestos Sad Irons to the attention of your customers, write to us. We furnish display cards, folders with your imprint, and newspaper cuts free of all cost to you except duty.



No. 100. Laundry Set.
One square heel iron.

The Dover Manufacturing Company,

Canal Dover, :: :: :: :: Ohio, U. S. A.

National Cutlery Co. Shears and Snips are high-class

Nickel plated blades. "Steel Ride"
ALL FULLY WARRANTED



70 N.P. Blades, Enamel Handles
72 N.P.B. " N.P. "



72 N.P. Blades, Enamel Handles
82 N.P. " N.P. "

Forged Steel Snips for cutting irregular and straight lines

N.P. Blades



DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

Write for catalogue and prices

OUR NEW CATALOGUE

No. 71

TRADE MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE MARK

The WHITMAN & BARNES MFG. CO.

anadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Crescent Brand

Registered



Quality is Rewarded

We have shipped so far this year **4** times as many Butts and Hinges as we did last year—and have not had one complaint about quality or workmanship.

The merchants who handle "Crescent Brand" Butts and Hinges know how their trade has increased.

You can get them direct if your dealer will not supply you—and they cost no more.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, CANADA

Mensuration for Sheet Metal Workers

By WM. NEUBECKER

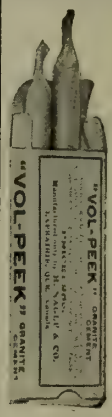
All Sheet Metal Workers are aware of the numerous problems arising in finding areas, dimensions and capacities of products turned out from the shop—hence the value of this book, giving the principles of the art of measurements as applied in working ordinary problems in shop practice. It gives the methods for finding the length, areas and volumes of geometrical forms, pipes, etc. Every Mechanic, Shop Foreman and Apprentice should have a copy.

51 PAGES PRICE 50c. 70 FIGURES

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front Street East Toronto, Canada



A PROPOSITION TO YOU

We want you to send for a sample of "VOL-PEEK" Granite Cement, which you should have your wife try—just to convince YOU of its merit.

It will be found unparalleled for mending holes in all kinds of tinware, enamelware, iron, etc. Then, knowing its value, we want you to secure a trial lot—for sale. It will mean money in your pocket.

WILL YOU DO THIS?

H. NAGLE & COMPANY

LAPRAIRIE, QUE.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

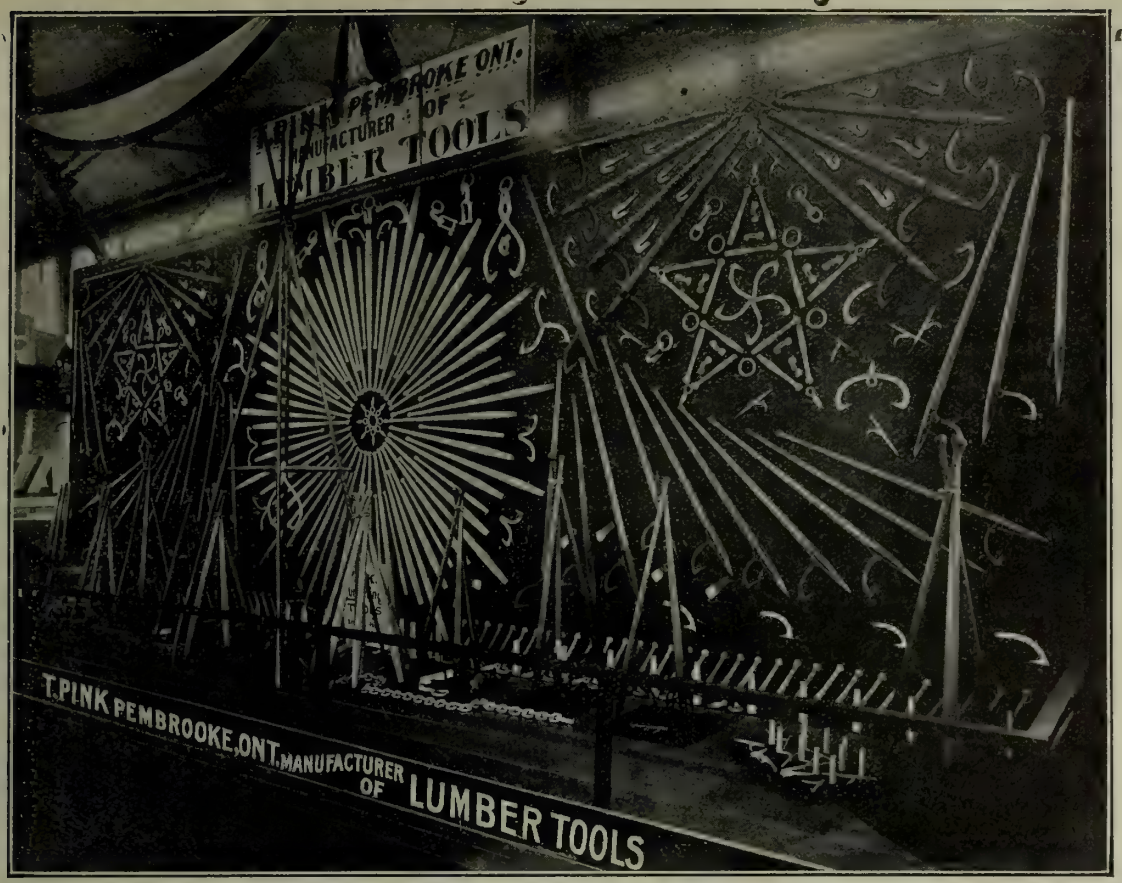
Shield Brand Ready Roofing, 2 and 3-ply

Dominion Brand Tarred Felt

Good Luck Tarred and Dry Fibre

Shield Brand Tarred and Dry Sheathing

Cement, Coal Tar and Pitch



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Rest Assured

there will be no question at all of inferior quality, if you will insist on being supplied by your jobber with our

WIRE BRIGHT, COPPERED or TINNED

All our products bear the Hall Mark of best workmanship and material. For forty years our goods have been recognized as of standard class. We also make:—Machine and Wood Screws, Stove and Tire Bolts, Bright Wire Goods, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks.

TRADE MARK

CANADA SCREW COMPANY, Ltd.

TORONTO HAMILTON MONTREAL

What to Get for Christmas

Will soon be on the lips of everyone in your locality

Cutlery and Silverware make Ideal Gifts

In fact, one cannot think of Gifts without thinking of some fine brands such as those of JOSEPH RODGERS & SONS, Limited, of Sheffield. You can tell your customers about their goods with perfect safety. Their TRADE MARK, registered away back in 1682, is enough.

You will profit by ordering early some of our fine
LADIES' and GENTLEMEN'S COMPANIONS, CARVERS IN CASES, CARVING SETS, SPECIAL BOXES OF TABLE KNIVES and COMPLETE STERLING OUTFITS.

We also have a fine line of beautiful pocket knives admirably suited for gifts, also razors, all put up in artistic cases suitable for the holiday season.

Write your nearest jobber. They all carry "RODGERS" goods.

Sole agents for Canada

JAMES HUTTON & CO. - MONTREAL

XMAS! XMAS! XMAS!

What would make a more beautiful or acceptable Xmas gift than a STERLING "TEA SERVICE?" There is an intrinsic value about such a present which always appeals, besides which a good silver service lasts for GENERATIONS. .:. .:.

We carry the largest stock of silver tea ware in Canada, and will be pleased to send photographs of different sets on request.



10644—Sterling Silver Service

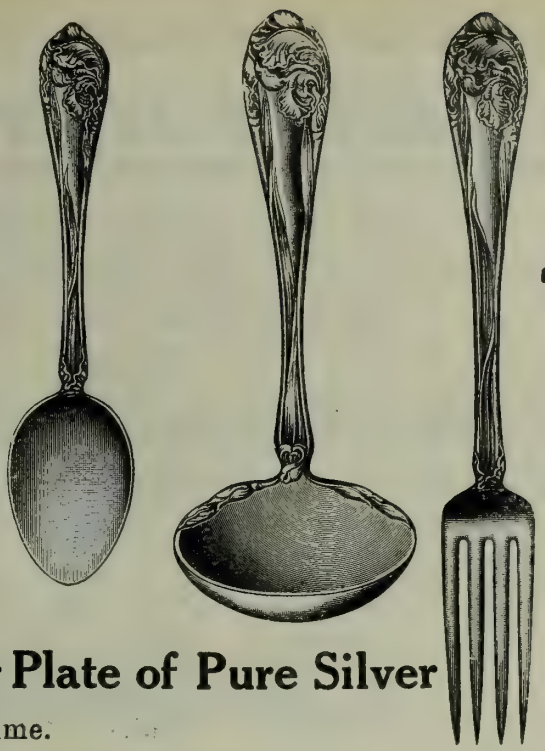
We have full size sets of four pieces in stock from $57.50 up. Send us your enquiries.

JOHN ROUND & SON, Limited
MONTREAL

ESTABLISHED 1847

Factories, SHEFFIELD, ENG.

COMMUNITY SILVER



Flower-de-Luce Pattern

A design that looks like Sterling
Can be engraved like Sterling

Coated with a Regular Armor Plate of Pure Silver

which in ordinary use will last a lifetime.

GUARANTEED FOR 25 YEARS

EXTENSIVELY ADVERTISED—EASILY SOLD

Although Community Silver is so much superior to ordinary plated ware, our prices are not excessive; in fact, they are but little more than for best single plate.

All Community silver is neatly packed in cardboard boxes ready for presentation purposes.

See Our Salesmen's Samples for other Attractive Designs.

Caverhill Learmont & Co



Wholesale Distributors

Montreal and

Winnipeg

Dealers earn Better Profit on

Community Silver

Than they do on most hardware lines

The wise hardwareman

knows that selling Structural Steel is a paying proposition. Are ***you*** one of these wise men? The builders and contractors of your district are already known to you. Find out their requirements in this direction and get this profitable trade for yourself. We will help you and quote close prices. Write us to-day.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

THINK WHAT THIS MEANS!

Considerably over 7,000,000 of our "Pioneer" Safety Razors have been sold in 30 years, and the sales are still increasing.

We recommend our

Forged Blade "Pioneer" Safety Razor

because we know that the extra keen blade of doubly-refined Sheffield Steel is indisputably the best on the market, and has extraordinary wearing qualities.

Is not this the article every hardwareman should handle if he wishes to get and keep the best-class trade?

Write for catalogue and prices.

Kampfe Bros., 8 to 12 Reade St. NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

That Chill in the Air

¶ makes you think of winter and naturally *Snowshoe Sport.*
Look up your stock. Do not *omit our*

SNOWSHOES



from your next order.
We have the snowshoes that sell and please the customers. They last long, look well and have no rival.
We select the ash that goes into these snowshoes. We supervise every detail of their manufacture and *guarantee satisfaction.*

We Have All Varieties and Sizes

Illustrated card showing sizes and shapes
Price list will interest you

THE ROBERT RYAN CO.
Three Rivers, Que.
Manufacturers of Gloves, Mitts, Moccasins and Snowshoes

WIRE

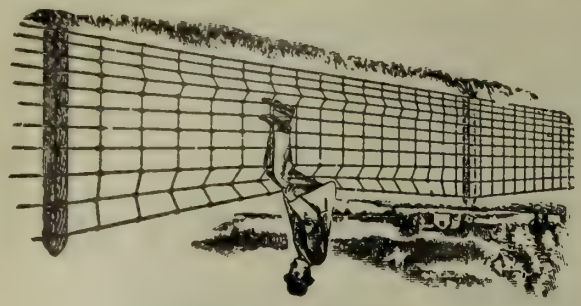
Wire Nails **Wood Screws**

Bright Wire Goods

Galvanized Clothes Line Wire

Look for this trade mark.
The guarantee of quality on all wire goods.

Dominion Wire Manufacturing Co., Ltd., Montreal



UPSIDE DOWN

or any old way at all,

The "DILLON" Hinge Stay Fence

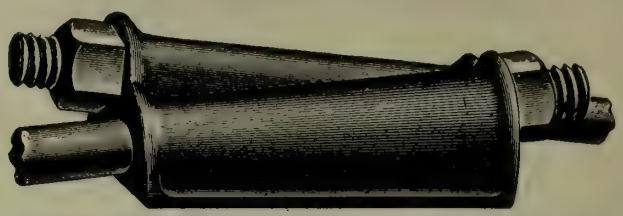
will never sag, because the hinge stay, which is a joint in the upright at every strand wire, gives under pressure, but the stays do not bend. You can handle it with profit it is no dearer than an inferior fence.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

Cap Screws, Set Screws, Studs

Special Milled Work

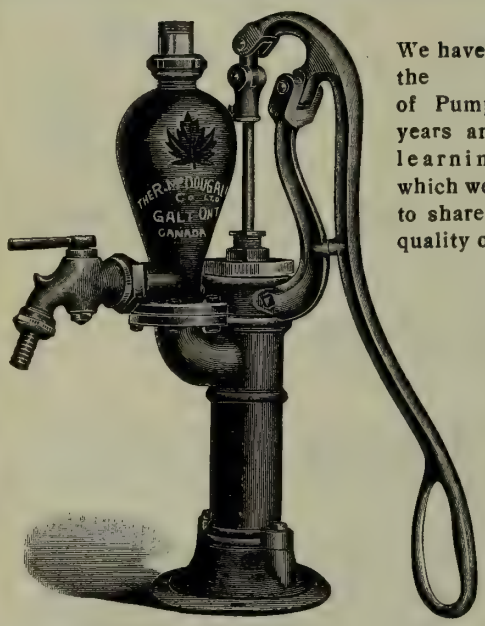
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND



We have been making the -be-beat kind of Pumps for many years and are daily learning something which we are anxious to share with you in quality of our goods.

McDougall Pumps are Standard, have been and will be Standard if honest attention to detail has the usual reward.

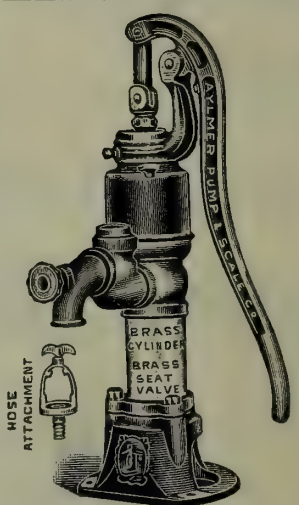
Always remember that "Aremacdee" is a guarantee of all that is latest and best, and catalogue explains.

The R. McDOUGALL CO.

Galt, Canada LIMITED

THE AYLMER

DOUBLE ACTING HOUSE FORCE PUMP



With Cock Spout and Reversible Handle, has Brass Cylinder, fitted with Brass or Glass Valve Seat. Arranged to drop the water to prevent freezing.

¶ The reversible handle can be placed at any angle, thus making either a right or left hand, or straightaway pump, as desired. It is built on the plan of our submerged Cylinder Well Pump, is double acting, has heavy seamless brass upper and lower cylinder with brass or glass valve seat and expansion plunger bucket. It is compactly built and very powerful. The base is a new and neat design and is attached to the cylinder by means of three heavy cap screws.

The expansion plunger is a feature not found on any other make of pump. By means of the rubber disc in connection with the cone-shaped stem, the leather on the upper plunger can be expanded by means of an ordinary wrench, turning the adjusting nut on top of pump to the left without removing the pump from the well. This enables the user to keep his pump in proper adjustment without the expense of a pump expert.

WE SOLICIT YOUR ENQUIRIES

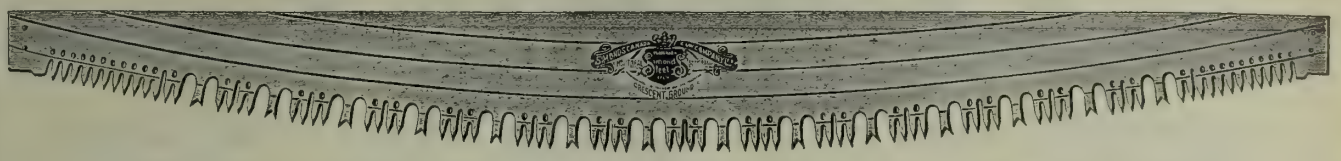
AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

QUOTATIONS

For the past few weeks we have been trying to interest you in our

Brooms, Brushes and Woodenware

by extracting points in their favour from well-known quotations. We await your enquiry and shall be happy, now, to send you quotations on any lines you wish. These goods are quick-movers and splendid profit-reapers. Write us to-day.

Thomas Bryan, Limited, London, Canada

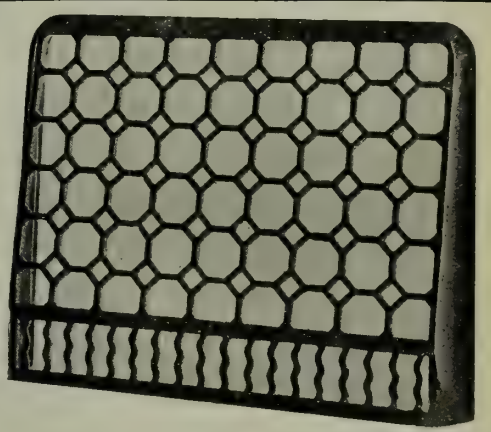
*Western Representatives:—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***

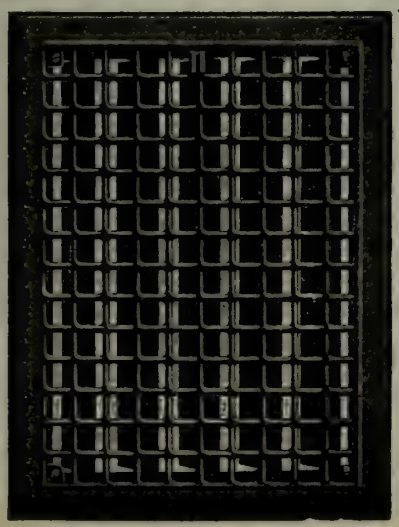
THE "DOMINION" COLD AIR INLET

As shown in accompanying cut, is made in three sizes to match our side wall register. It is effective and artistically designed and finished. Can be had in japanned black, electro-plated, oxidised copper and nickel-plated.

SEND FOR QUOTATIONS.

Made by **A. Welch & Son** *TORONTO Canada*





H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICGO, ILL



—PERHAPS—

You want a good heater.

An up-to-date, high-class Famous Base Burner might answer your requirement.

This is the new 1909 model "Famous" Base Burner.

How do you like it?



This heater has three exposed flues, an improvement that increases the heating power fifty per cent.

THE 400 SERIES

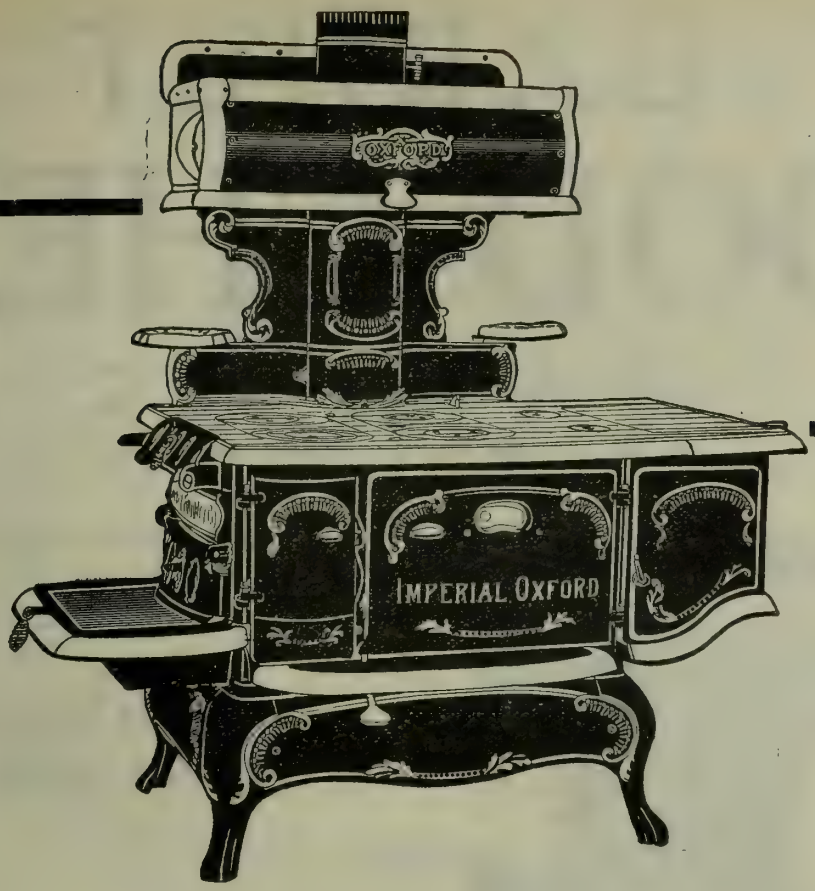
London, Toronto, Montreal, Winnipeg,

McCLARY'S

Vancouver, St. John, N.B., Hamilton, Calgary.

GURNEY-OXFORD

THE STOVE SIGN OF HIGHEST QUALITY



IMPERIAL-OXFORD WITH RESERVOIR AND HIGH CLOSET

A BUNCH OF SOLID FACTS

Are you open to reason?—if so, listen to this; just a little boost for a reputable stove—The "Imperial-Oxford."—Yes of course the name's familiar—but how? Simply this:—You as the dealer know that when you sell a stove—you sell it—not merely loan it—you don't want it shot back because it won't bake right—that's the point that "riles" the housewife. Well, sir—the Imperial-Oxford Range has got the baking habit down to a science—it simply can't be otherwise—the dividing flue strip does the trick—spreads the heat evenly all over the oven—but that is not all the range is famed for. There's the patent lifting hearth—the round cornered firebox—the new reversible grate—and—and—well you'll have to send for our new catalogue—it will surely interest you. Tell us to send an Imperial Oxford with it.

The Gurney Foundry Co., Limited

TORONTO, HAMILTON, MONTREAL, WINNIPEG, CALGARY, EDMONTON, - - - VANCOUVER

GARNET "GOOD CHEER" RANGES



with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba

"Premier" and "Colonial" Oil Heaters



Produce intense heat without smoke or odor.

Just the thing for the chilly Fall Evenings.

Safe and simple as a lamp in construction.

Are provided with Bail Handles and can be placed just where the heat is most needed.

A gallon of oil is all that is required for 8 hours comfort.

Ready for use at a moment's notice.

Lights as easily as gas and gives immediate results.

65-J Premier, Nickeled Trimmings, Brass Fount - - -	Weight (crated) -	19 lbs.
	Height (bail down) -	25 inches
	Diameter of base -	17 inches
50-J Colonial, Japanned Trimmings, Steel Fount - - -	" " upper drum	8¼ inches
	Capacity of fount -	1 gallon

WRITE FOR PRICES

The Thos. Davidson Manufacturing Co., Ltd.
MONTREAL and WINNIPEG

DON'T LOOK FOR TROUBLE



by handling a line of stoves that have all the vices and none of the virtues of "stovedom."

In the

"Empire Oak" Stoves

you will find combined all the *desirable* stove qualities — finish, economy, durability and effectiveness, and their price is really very low for such high-grade goods. They will burn coal, coke or wood and are made in 4 sizes. Shipments, as a rule, same day as order is received. You can make no mistake if you handle this line.

THE CANADIAN HEATING & VENTILATING CO.
OWEN SOUND, ONTARIO LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater
With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.

The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been re-dressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.

Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co.,
LIMITED
Hamilton, Canada

AIM SURE

Will you be ready for "Sausage Days?"

Will you have in stock the two machines sausage makers consider indispensable?

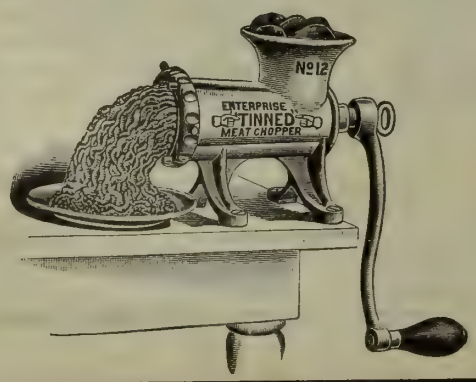
Folks who know—and most folks do—will ask for and insist upon

HIT HARD



"ENTERPRISE"

Meat and Food Choppers



Sausage Stuffers, Lard and Fruit Presses

Mechanism simple—durable—and graceful. One chops the meat, leaving no lumps, no particles uncut. The other stuffs the sausage smoothly—without air bubbles.

Get ready now while there is time.
Aim Sure—Hit Hard

An attractive sign and a liberal supply of advertising matter will be sent upon request to every dealer.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

A Watch Free to Every Bright Boy in Canada

To every boy who sends us two new full-year paid-in-advance subscriptions to BUSY MAN'S MAGAZINE (at the regular price of $2.00 per year) we will send post paid (registered) a genuine Ingersoll watch—"Universal" or "Monarch." We supply you with sample copies of BUSY MAN'S and show you how to sell it. Here is a chance to get a watch of your own that will keep time as well as a more expensive one. A good, strong movement in a well finished nickeled case.

This offer may run for a short time only, so be among the first to secure a real Ingersoll—which has the largest sale of any watch in the world. Fill in this coupon and mail it now.

BUSY MAN'S MAGAZINE, No. Date 1909
10 Front Street East
Toronto

Please enter my name on your list of boys to whom you will send an Ingersoll watch for two new full-year paid-in-advance subscriptions to Busy Man's Magazine. I will send you the names of my subscribers and remit amount as soon as possible.

Name.....

Street.....

Town .....

Province .....

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TO-DAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

It's time to do some thinking about your

THANKSGIVING Window Display

The holiday comes on Monday, Oct. 25, and it's an opportune time to display Roasting Pans, Carving Sets and other requisites for the family reunions.

PHOTOGRAPH YOUR DISPLAY

and send to the Editor of Hardware and Metal. The sender of the best photo of a Thanksgiving display will receive a bound copy of "Hardware Window Dressing," sold regularly at $2.50. Address: The Editor,

HARDWARE & METAL, 10 Front Street East, TORONTO

PRESIDENT TAFT'S GOOD EXAMPLE

By A. B. LEVER

PRESIDENT TAFT of the United States believes in trade newspapers. He is such a thorough believer that when he wanted to make an announcement of particular interest to business men of the United States he selected a business man's paper as his medium. It was one of the first acts of his administration.

This is the era of the trade newspaper. At any rate it is the dawn of the era.

Business men the world over are gradually coming to recognize the fact that if they want to reach firms in their own particular line of business the best and most direct method is through the columns of the trade newspaper devoted to their particular interests.

Manufacturers and wholesalers who do not recognize this fact are obviously behind the times. Those who do not catch up are likely to be overtaken and lapped by their more progressive competitors.

This is an age of progressive business methods and those who are not progressive in advertising are like those who prefer to travel by the old fashioned ox team instead of by the swiftly moving express.

Surely if Mr. Taft from his presidential chair is awake to the importance of addressing business men through the columns of a trade publication, manufacturers and wholesalers should not be less awake to their opportunities.

Just as a well aimed rifle carries the bullet to the bull's eye, so the trade newspaper carries the announcement of the manufacturer direct to the customer whom he desires to reach.

No manufacturer or wholesaler can carry on an effective advertising campaign that does not include the use of the trade newspaper.



"Not the First Shingle but the first Perfect Shingle."

A Shingle of Doubt is a Trouble Forever

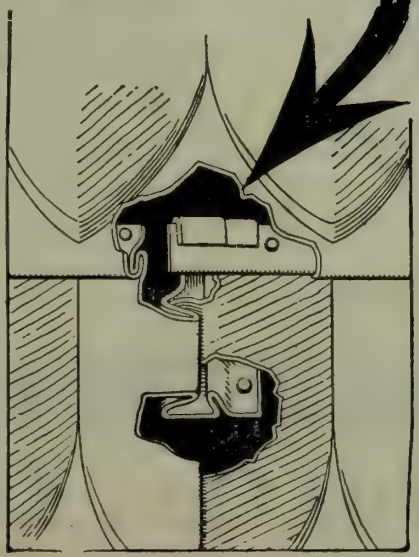
Ordinary metal shingles are generally water-tight. The "Galt" is always water-tight. Any practical man can see that in a glance.

When metal shingles leak they leak through the locks, invariably. Water gets in the side-lock and is forced by the storm up past the end-lock through the roof. This point—the intersection of three shingles—in the "Galt" Shingle is protected by our patented "closed-end" shown in the cut below, which positively prevents leakage. Notice the broad, deep, self-draining side-lock and continuous, over-lapping end-locks. They are patented in the "Galt."

This is the shingle with the future and now is the time to get control of it in your locality if you wish to handle it next year. Drop us a card to-day.

The Galt Art Metal Co., Ltd.

Galt - - Ontario



WINNIPEG,
Dunn Bros.

ST. JOHN, N.B.,
Estey & Co.

VANCOUVER,
D. R. Morrison

FREDERICTON,
Chestnut & Sons

EDMONTON,
Ross Bros.



The Biggest Business-Bringers in the Hardware Line Are

"STAR EXPANSION BOLTS"

There are two "Reasons Why"

Star Expansion Bolts

are made to stay; and in making your fastenings to brick, stone, concrete, tile, slate, and so forth, don't forget that the Star is going to hold as long as the wall stands.



United States' Engineers

and the "big men" in the architectural world, specify **STAR EXPANSION BOLTS**, thereby putting them in great demand by contractors.

We are the largest advertisers of Expansion B l s n this c>untry! You may take up a copy of almost any trade paper, and you'll see the large space which we use every month.

We have a bundle of co-operative plans by which **WE BRING CUSTOMERS TO THE DEALER'S DOOR!** You will be interested in these, **FOR THEY DO NOT COST YOU A CENT!**

Drop us a line to-day for some samples.



Star Expansion Bolt Co.

147-149 Cedar St., - NEW YORK CITY

You might as well have first-class

Rubber Stamps

at reasonable and =Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON, ONTARIO

Genasco

Ready Roofing

(Mineral and smooth surface)

Do you know what we're doing to help progressive dealers sell Genasco ?

We're spending thousands of dollars in national publicity to tell people all about Genasco and keep it continually before their notice in the leading magazines and agricultural publications of the country.

We supply dealers with vigorous ready-made advertisements for local use to follow up our general campaign and bring the customers right into the stores. See how easy this makes selling for you.

Can you afford not to handle a roofing with such advantages ?

Get in line and get your share of this paying business. Write to-day for samples and full information.

Genasco is backed by a thirty-two-million-dollar guarantee.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

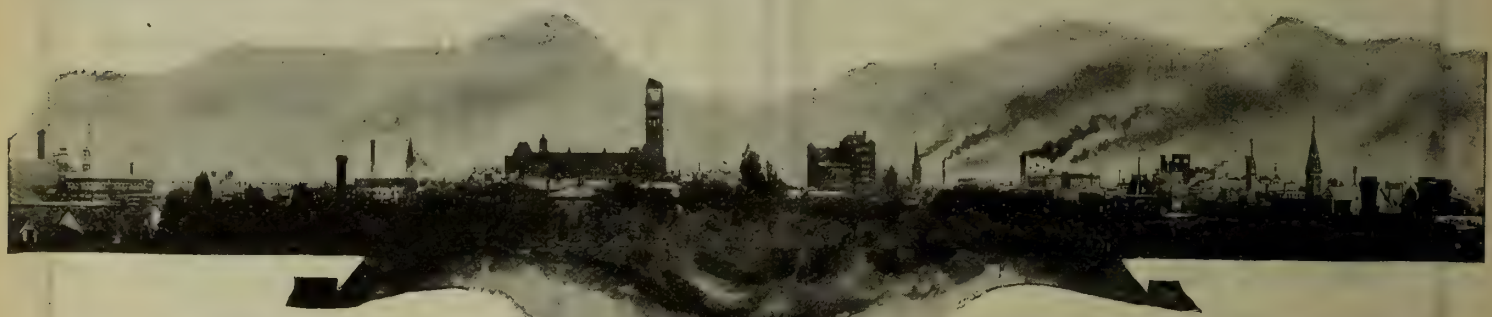
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co. Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
J. H. Ashdown Hardware Co., Winnipeg, Man.
Roofers' Supply Co. Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal





Sell HARRIS Heavy Pressure Bearing Metal and please your customers.



This metal is a Hardware Babbit. It sells at a moderate price.

REPEAT ORDERS THAT'S WHAT PAYS

Our goods *Bring and Keep* customers. Have you a stock ? Our goods are known and asked for, they are the best, not because we say so but because we have the proof, and that's *Repeat Orders.*

THIS SOLDER

The Best Known and Made. It is Satisfaction in solder. The Quality is the best.

STRICTLY THE CANADA METAL CO. TORONTO.

The Canada Metal Co., Limited

Toronto

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK



NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES

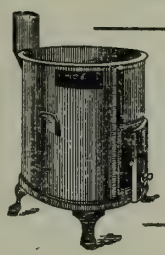


FOODCOOKEDPROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

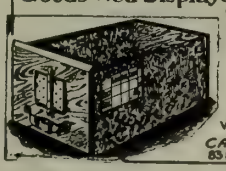
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.
ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

TOOLS.



ARMSTRONG PLANER TOOLS
Are ALWAYS ready for use
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUALS A DOZEN FORGED TOOLS.



STOVE REPAIRS.

Phone College 4877

JONES BROS.

302 Christie St., Toronto

Stove Brick — Stove Castings
Fire Clay — and Water Fronts
Asbestos Cement
Brick for Fire Places

STEEL TANKS.



GALVANIZED STEEL
WATER BOWLS & STANCHIONS
Always up to date line.
GALV. STEEL THRESHERS TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.

Get our prices - they are low!

The Steel Trough & Machine Co., Limited
TWEED - ONT.

VENTILATORS.

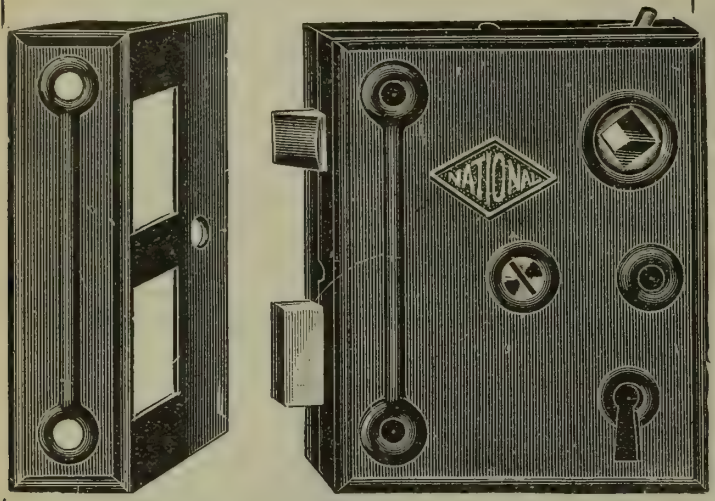


Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

When you want



Steel Rim Locks

insist on having the

NATIONAL BRAND

No others are quite as good.

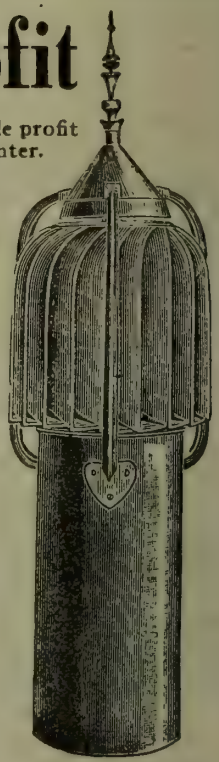
NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 7th, 1901
J. W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:—

I have been using your "J. W. Harris Rotary Ventilators" on several houses in this city with the best results The tenants of these houses declared that your Ventilators are of great advantage to them.

I also installed two (2) 18-inch on my stable, and I can say that your Ventilators cannot be surpassed by any to take out the sweating or the bad smell in any room.

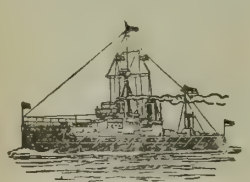
Yours truly, F. D. MONK,
58 St. Frs. Xavier St.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Registered Trade Mark

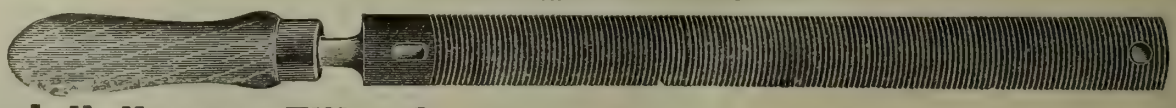
THE PATENT "DREADNOUGHT" MILLING FILE

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.

JUST THINK:—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."

JUST THINK:—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance.

Write for Price List and Catalogue to the nearest agent.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

NATIONAL FILE & TOOL CO, 2110 Alleghany Ave., Philadelphia, U.S.A. *FACTORY, 65 Dalhousie St.*

AGENTS { Halifax, N.S.—Austen Bros.
London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

BANNER
TRADE MARK.



REPUTATION

AS MAKERS OF

Coal Oil Lighting Specialties

SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

TO THE TRADE

THEY ARE FULLY GUARANTEED

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

Coffee in Perfection

Can be made quickly and easily on the

Hygienic Coffee Percolator



This is an attractive and rapid selling line to stock, its utility and efficiency having been amply proven. The Percolator is furnished with our new Monarch Regulating Lamp, and comes either with or without a tray.

Send for Our Catalogue

BUFFALO MFG. CO.
BUFFALO, N.Y.

Canadian Representatives—
H. P. McINTOSH, & CO.,
28 Toronto St., Toronto

"Brantford" "Roofing"

FREE

A Series of Retail Ads

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited
Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited
Market and Louise Sts.
Montreal Branch: 300 St. James St., Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

"Screw Top" Oilers

with or without syphon are just the stock for quick sales.

Very reasonable in price. Put in an assorted stock and be sure they are the "Penberthy" make.

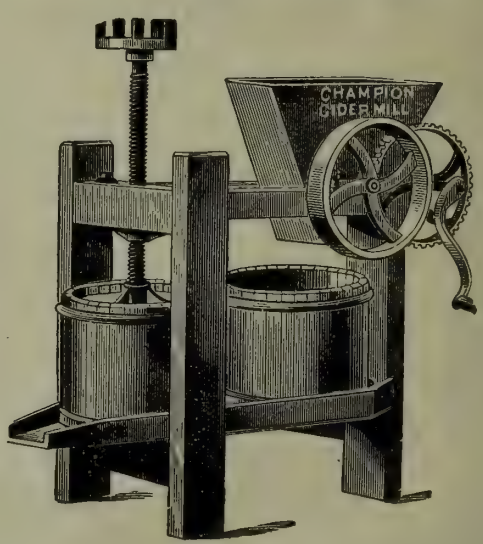
Your jobber can supply you.

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

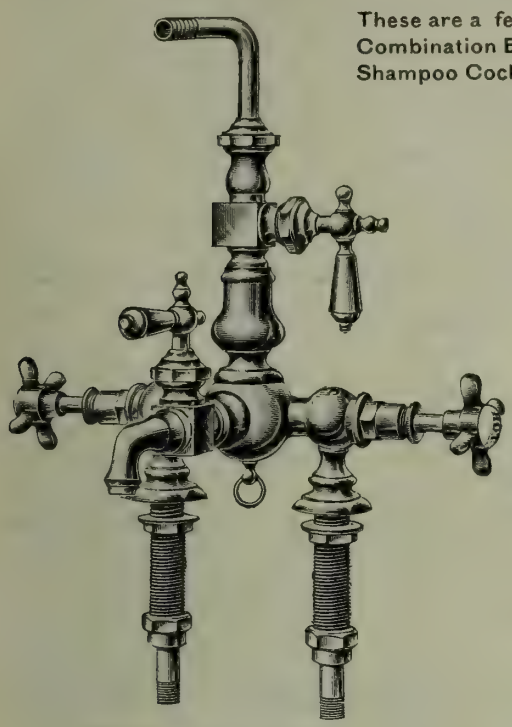
Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

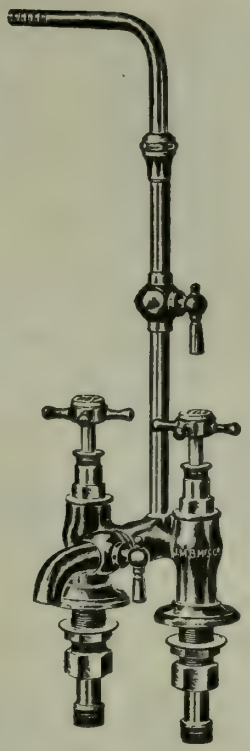
LONDON, CANADA

We make the largest variety of **PLUMBERS' BRASS WORK** QUALITY STANDARD



With J.M.T. Cushion-Disc Supply Valves. 10-inch centres.

These are a few of our Combination Basin and Shampoo Cocks.



With J.M.T. Cushion-Disc Supply Valves. Upright pattern.

Cushion - Disc Supply Valves wear longest and are easiest to repair.



With J.M.T. Cushion-Disc Supply Valves and Fuller Cocks for Basins and Shampoo.

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West
TORONTO



TORONTO Gendron CANADA **Goods for Christmas Trade**

Cut on left shows our **Wagon Hood Top Auto**

A well-made attractive line, which is having a splendid sale. Send your order in at once and get in at our reduced prices.

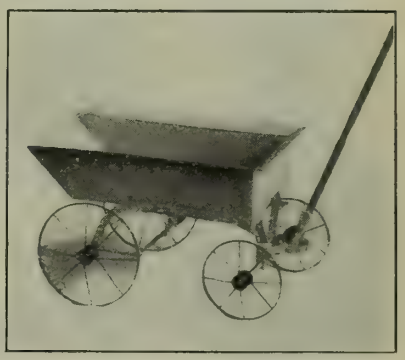
THE **Dump Wagon** shown on right is a solidly-built toy, which has a variety of uses.

Write for catalogue.

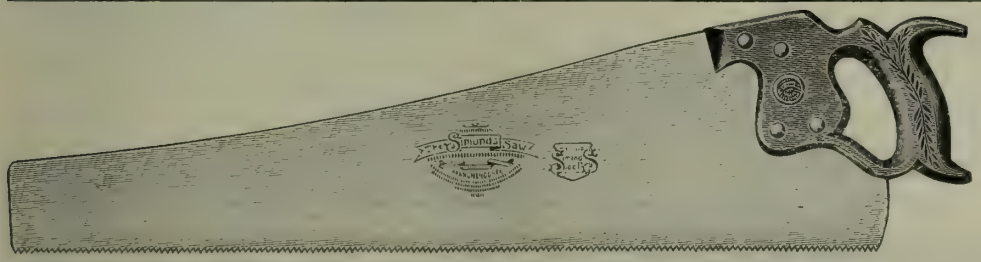
All goods made in Canada.

Children's Sleighs still on hand at low rates.

The Gendron Mfg. Co. Ltd. - Toronto



Dump Wagon



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

COLE'S ORIGINAL Hot Blast Stoves



Will Burn Any Fuel

If hard coal is used it will burn at cherry red combustion for forty-eight hours, while at hot combustion in a base burner it burns two to five hours only.

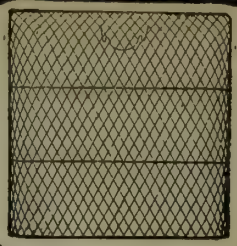
We carry a stock of Cole's Hot Blast Stoves in all sizes and styles to suit every requisition.

Send for catalogue and prices.

E. T. WRIGHT & CO.
HAMILTON - - CANADA

SPARK PROOF FIRE GUARDS AND FENDERS



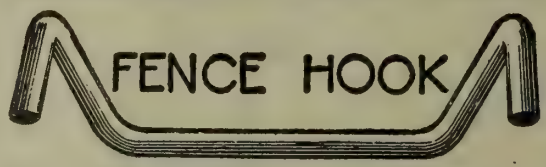


We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.

CANADA WIRE GOODS MFG. CO., Hamilton, Ont.
We manufacture all grades of *Wire Cloth and General Wire Work.*
We solicit your inquiries.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences

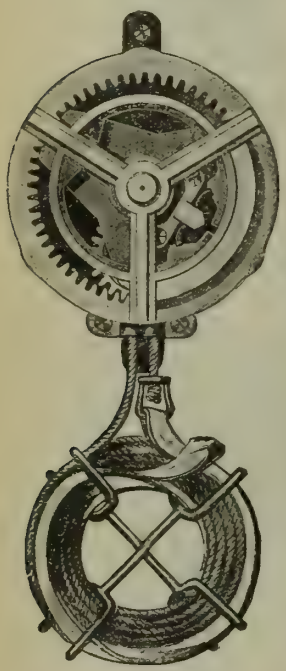


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

EFFICIENT FIRE PROTECTION

no matter what the style of building may be, can be effectively assured by the use of a



Davy Automatic Safety Fire Escape

It is no longer a question of protection—but of the greatest amount of protection at the least expense. The Davy solves this problem by being the best escape which can be made at any price. The Davy gained the $100 prize awarded by The Commercial Travellers' Association for the best escape—a splendid testimonial to its efficiency. Write for booklet and prices. You can handle this line most profitably.

United States Fire Protection Co.
UTICA, N.Y.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nails nd hardware specialties.

The McBrien Mfg. Co., Limited
Dovercourt - - - - - - - - Toronto

Ask US to quote you for PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

. . .

HOYLE ROBSON BARNETT & CO. Ltd.

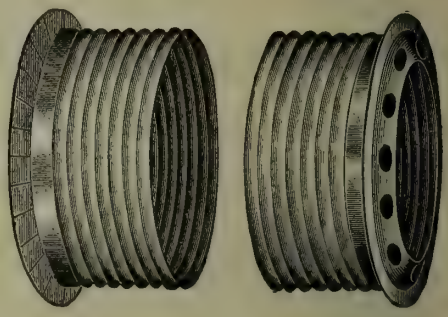
HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections, which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 465 Temple Building, Montreal

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO



The best seller of the Season is the

"DAISY"

Indoor Sanitary Earth Closet

No hardwareman who has a farmer for a customer can afford to be without this substitute for a water closet. It is made all of metal (except the seat), so that odors cannot permeate it. Is neat, compact and ventilated, and is proving a splendid seller.

Write for pamphlet. Liberal discount to the trade.

Price $10.00

THE TORONTO FURNACE & CREMATORY CO. Limited

72 KING ST. EAST - - - - TORONTO

METAL CEILINGS



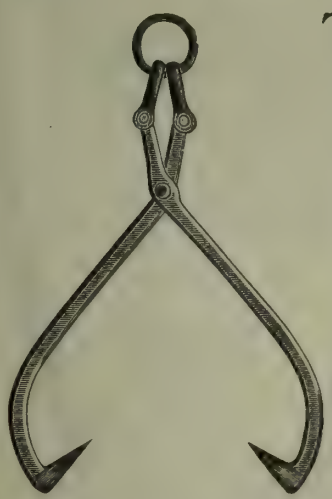
Before many years Metal Ceilings will be used almost universally. This is a wonderful field for the hardware dealer Are you in line for the great development which is bound to come ?

Our artistic Classified Designs will place you beyond the reach of competition. Write for a copy of our Free Trade Catalogue.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

BE READY

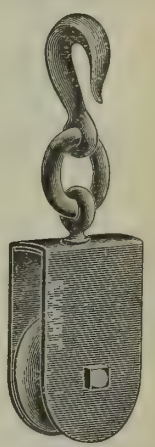
TO SUPPLY THE LOGGERS



Large stocks on hand and prompt shipment guaranteed.

Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as :—

Cant Hook Stocks
Loading Blocks
Skidding Tongs
Saw Wedges
Cant Hook Steel,
Etc.

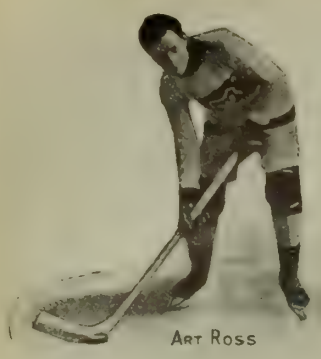






Canadian Logging Tool Company, Limited

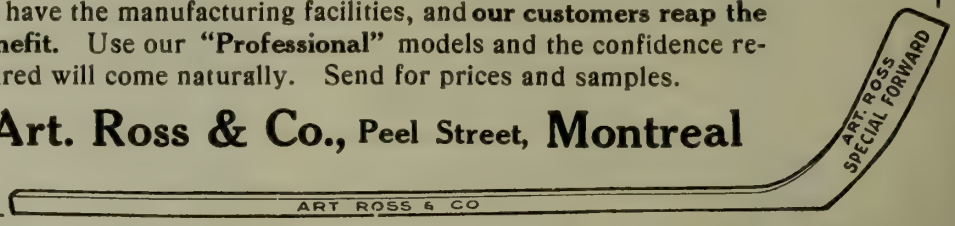
SAULT STE. MARIE - - - ONTARIO



"Art." Ross Special Hockey Sticks

Practical experience and familiarity with all models used by players all over the continent, enable us to turn out our Special Hockey Sticks **in a class by themselves.** We know what the players want. We have the wood, we have the manufacturing facilities, and **our customers reap the benefit.** Use our **"Professional"** models and the confidence required will come naturally. Send for prices and samples.

Art. Ross & Co., Peel Street, **Montreal**



Xmas comes but once a year!

and you all look forward to the best trade of the whole year at Christmas time. Be wise in time, and see that your stock of Christmas goods is as complete and seasonable as possible. Nothing you handle sells better at this time than

Buster Brown

Children's Coaster Express Wagons and

Sleighs

They are strongly made of selected materials and are built to stand rough usage.

Send for prices to-day.



Manufactured by

The Woodstock Wagon & Mfg. Co.

Limited

WOODSTOCK, ONT.

Sole Agents for Western Canada

The JAS. STEWART Mfg. Co, Ltd.

WINNIPEG, MAN.



WE
SOLICIT
YOUR ENQUIRIES FOR

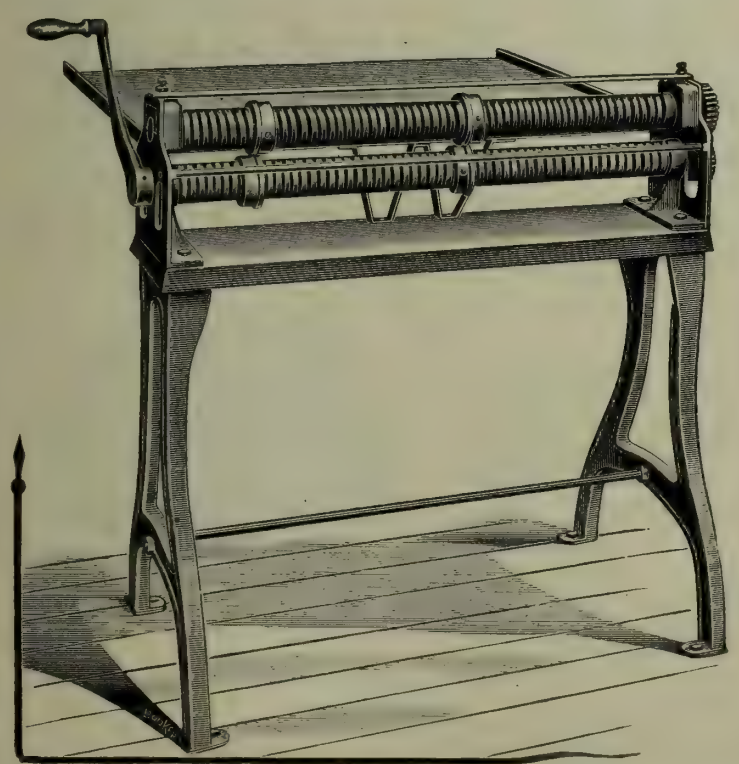
STEEL
OR
WIRE

A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal



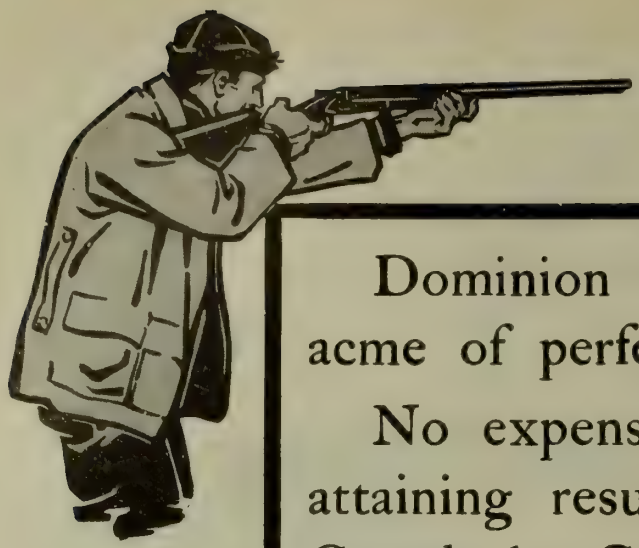


MR. TINSMITH DON'T RUIN

your brake cutting or breaking off sheets. If you cannot afford to instal a large squaring shears just now get one of our ROTARY SPLITTING SHEARS. It will slit sheets any length, not exceeding 36" wide, 20 GAUGE and lighter. Has TWO SET CUTTERS so you can cut TWO strips at a time. The edges are left clean and straight. You will find this an ECONOMICAL INVESTMENT. Order TODAY.

Tinsmiths' Tools,
Presses, Dies,
Sheet Metal Tools

THE BROWN, BOGGS CO., Limited, Hamilton, Canada



PERFECT PRIMERS PATTERN AND PENETRATION

Dominion shot gun shells are the acme of perfection.

No expense or effort is spared in attaining results. Manufactured in Canada by Canadians but sold everywhere. Prices the lowest.

Dominion
IMPROVED & PROVED
Ammunition

A new box free for every misfire of present product.

Dominion Cartridge Co. Ltd., Montreal

Kemp's Seamless Gem Round Roaster

MADE IN PEARLWARE AND BLACK STEEL

Self-Basting ***Self-Browning*** ***Satisfactory*** ***Sanitary***

PERFECTLY SMOOTH AND SEAMLESS—THAT'S EASY TO CLEAN



Prices on Application



No. ***0***

Size ..... ***Diameter 12″*** ***Height 8″***

Case Lots. Dozen ***1/2***

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Planning the Christmas Selling Campaign

The Hardware Dealers' Magazine Tells How One Hardwareman Took Stock and Found he was not Getting his Share of the Christmas Trade — Took his Clerks into Conference and Laid Plans to go After Business in a More Systematic Manner—Arranged Stock on Tables and Price Marked the Articles—Then had his Advertising Co-operate with the Displays.

When Mr. Adams, of the John Alexis Adams Hardware store, took a half-hour in September and looked over his Christmas holiday sales of the year before, he was not satisfied either with his sales or his plan of campaign.

There was a lack of originality; a lack of ideas; a lack of push, and certainly a total sum of sales that was not satisfactory.

The rival stores up street, and the rival store down street, seemed from his point of view, to have "got away from him," as say the boys on the street.

"I said then," remarked Mr. Adams to himself, "that I would turn over a new leaf in the next year. This seems a good time to turn it."

As occasion offered during the next few days, he called his young men severally into consultation, and asked each if them to set his brain into operation, in a race with those in his own head and in the heads of their other associates.

"Let us hump ourselves," he said, "and see if we cannot make a big success of this season."

"Of course you appreciate the fact," said William, the head clerk, "that a very large degree of the responsibility rests on yourself in person."

"In what way."

"In the buying. You know the old saying that goods well bought are half sold."

"It's a fool proposition, even if it is old," said Mr. Adams. "There is no sense in it. Goods are not sold, or half sold, or a quarter sold, until they have gone over the counter or out in the wagon, and the cash paid for them. Even then some of them do not stay sold. While the buyer has a great responsibility, he cannot be blamed with the sins of the salesmen, whose business it is to get rid of the goods.

"But I do not underestimate the need of good buying for our holiday stock. I have been looking over the special memorandum prepared by Tom for the goods that can be purchased for winter, and he has a list of Christmas novelties as long as your arm. I will confess that he has scented out a lot of novelties, and found a number of new articles, that I would never have thought of, and that I believe will make good holiday sellers. Thus his industry has vindicated our scheme of assigning to each of you clerks the task of digging out the goods that we may need, or can handle with profit, on any given three months of the year.

"I will see that the store is well stocked with goods that ought to sell. Now, it is up to us to set the wheels in our heads moving, to see what ideas we can grind out, to push the sales and to make a display when the time comes."

A Bid and a Display.

The boys set themselves to work, and the ideas propounded to the proprietor in the next two weeks did not lack in the way of daring novelty and innovation.

A large porportion were rejected as old, time-worn, too costly, not wise for economic reasons, or as likely to leave unpleasant effects afterwards; especially all that took any form of lottery or a game of chance.

"We need the money of our friends," said Mr. Adams. "but not quite enough to leave a bad taste in their mouths after the transaction is over."

One idea, proposed by Dick, was agreed upon as especially good; not because of its newness, for it had no doubt been tried before, but as making a bid and a display at the same time.

The idea was to place at convenient places in the store, about **December 1st,** a number of tables artistically covered, and filled with articles displayed to the best advantage. Each table to be devoted solely to goods for one class of people, and for them only. Over each table to be placed a neatly-printed sign calling attention to the class for whom the goods were designed. The signs to be as follows:

"Christmas Gifts for Boys."
"Christmas Gifts for Girls."
"Christmas Gifts for Young Men."
"Christmas Gifts for Young Women."
"Christmas Gifts for Fathers."
"Christmas iGfts for Mothers."
"Christmas Gifts for the Baby."
"Christmas Gifts for Bachelors."
"Christmas Gifts for Bachelor Girls."
"Christmas Gifts for Wives."
"Christmas Gifts for Husbands."

"My suggestion is that in addition to the regular store force, several bright young women should be engaged temporarily, say one for each four tables. In addition to the salaries paid them, I would advise that the one who records the largest total of sales between December 1st and the night of December 24th (Christmas Eve) should have the promise of a Christmas gift of any one article she may select from the store, at a value not to exceed ten dollars. This will act as an incentive for harder work in connection with the sales.

An Advertising Idea.

"I would also advise that our advertising in the local press should be doubled for the three weeks before Christmas, and that every word of it should be devoted to one especial object —to the education of the people to the fact that the hardware store is equal to the department store, or the jewelry store, as a place in which to buy Christmas goods! I would pound that into the public sense during every day of these three weeks, forgetting our general stock for the time.

"In this pre-Christmas advertising, I would call especial attention to these classified tables. I would take up one table each day, and enumerate a number of articles displayed. Tell the parents what we have for the children. Tell the children what we have for the par-

HOLIDAY TRADE SUGGESTIONS.

Early preparation for the holiday season would lessen the strain of the busy weeks. Buy early and try to sell before the rush.

Ample provision should be made for the safe-keeping of presents bought in advance. Special arrangements must also be made for prompt delivery of goods.

Arrangements for easy communication with the stock-room are advisable. Keep track of stock so that time will not be lost in reordering needed articles.

It is important that, in holiday decorations every precaution should be taken against fire.

As you plan your buying so have your clerks to follow a definite plan in selling the holiday stock. It is a good plan to reward the clerks for good work.

Have a series of holiday advertisements prepared in advance in skeleton form. Also have a schedule drawn up showing what goods should be displayed each week until Christmas. Then receive suggestions as to how the displays should be arranged, a pencil sketch giving an outline to follow. The advertising should deal with the goods shown in the window.

Christmas selling should commence not later than December 1 and from then till Christmas eve, the store staff should be prepared to serve every customer without delay.

Special effort should be made to interest the women and children, Secure their trade and the fathers and brothers will follow the lead.

Decorate the store interior and do what you can to give everything a holiday aspect. It helps in the selling.

ents. Let the young man know what we have for the girls, and vice versa; in short, make a feature of our display, and let the world know that we are proud of it, and that it is worth seeing. Also invite everybody to come in and look at it, even if they have no desire to buy.

"Every article on the table should bear a ticket, giving its price in plain figures. Also make it plain that no matter when the purchase is made, the delivery will be delayed until such a time as the donor may wish."

A Matter of Display Type.

Mr. Adams decided to adopt the table scheme, and to follow the suggestions as to advertising. In providing for the latter, he said to William, who was charged with the responsibility of the advertising department, both newspaper and otherwise:

"I want you to make a special effort this year. Do not wait until the printer's devil stands at your elbow and pushes you for copy. Map out your programme in advance. Take time to do it right. Arrange your story of each day several days ahead. Study each ad. carefully before you send it to the printer, and then drop in and see it in proof. If it does not seem to be a centre-shot, change it.

While your newspaper advertising in the main is very good, William," Mr. Adams added, "I want to repeat one criticism I have made before. You try to crowd too much information into the space you use. Don't put in so many words, and let those you do use, hit the eye as a batter swipes the ball. Display your ideas; display your information; display your arguments, rather than hide them away in small type.

"If I were you, I would also get up a fetching little circular about our Christmas tables, and have one put in every bundle sent out of the store. Ship one into every letter sent to our customers, and have one handed to every person who comes into the store."

Mr. Adams on Novelties.

Mr. Adams' holiday orders have been numerous and of generous proportions, a larger proportion than ever before, consisting of novelties and things out of the run of the regular old-time purchases.

"I am satisfied," he said to his head clerk, who was inclined to criticise some of his purchases. "that the profits in the hardware trade of the future are largely in what you call 'jimcracks.' I have seen too many of these so-called 'notions' earn the title of standards and staples, to be scared by the cry of fads.

"When I was a small boy, and my uncle was running a hardware store over in the county seat, he was advised to have nothing to do with the newly-invented mowing machine, on the ground that it never could be made to work successfully, and would be abandoned as an article of commerce in two years. He took stock in them, and his sons are still selling the machines.

"It was the same with the lamp trade, when kerosene oil made its first appearance. My uncle has often told me of the strenuous advice that was handed out to him by old fogies of 1859 and '60, who declared that nothing on earth could drive fish-oil and tallow out of the market. 'Wait till the oil wells peter out,' they said, 'and then you will get left with a lot of useless lamps on your hands.' The wells are still spouting, so far as I can learn. "I myself can well remember the same arguments about bicyles and electrical supplies, and you yourself, William, can recall what was said about automobile supplies and accessories.

"Never turn down a thing because it is new. I can recall the contempt of an old carpenter when first he saw a ratchet screwdriver. Said he would not use one if given to him. I have sold him several dozen since.

"We must make a push on these novelties, and if we believe in them our customers will."

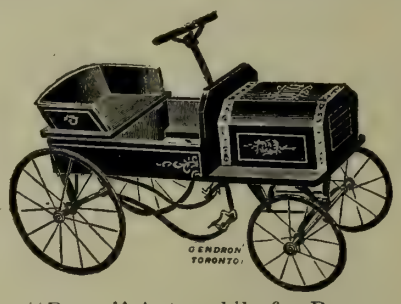
Some Christmas Novelties for Children's Trade

Many Lines, Such as Dolls' Cariages, Toy Automobiles, Wheelbarrows, etc., Usually Found in Book Stores, are Lines Hardwaremen Can Handle to Advantage, Along With Sleds and Skates—A Toy Section of a Sporting Goods Department Suggested.

Hardwaremen who have already made a beginning in catering to the holiday shoppers at Christmas time are every year adding to the stock, as well as extending the number of lines carried, so well satisfied are they with the profits to be made in handling goods suitable for presentation purposes. Indeed, some hardwaremen in the larger centres carry seasonable novelty goods the year round with fair success.

Of course, some forethought is necessary before laying in a stock of holiday goods, and the hardwareman is expected to show judgment in choosing the various articles, taking into consideration his constituency and the needs and vagaries of his customers.

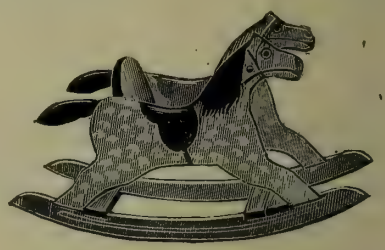
Some articles of a nature that should commend themselves to hardwaremen in both city and country, for sale at Christmas time (and which will also be seasonable at other times in the year) are express wagons, toy automobiles and wheelbarrows for boys, dolls' carriages, etc., for girls, and rockers, etc., for small children, these goods going very well with sleds, which most hardwaremen already carry in stock.



"Racer" Automobile for Boys.

There are so many novelties made for toys. The shoo-fly rockers may not be both boys and girls that it is a wonder more hardwaremen have not up to now done more to try to catch this profitable trade, by establishing a toy section of a sporting goods department, particularly when so many of these novelties fit in so well with a general hardware stock.

Take, for instance, the "Racer" automobile for little boys, which is bound, at a glance, to catch the eye of every boy or girl. These automobiles are made in various grades and sizes. There is the "Elite" for girls, with little doors at each side; the "Special," with upholstered seat, and the "Tandem," with two seats; and all of them with the regulation steering wheel.



"Shoo-fly" Rocker for Children.

Then there are toy wheelbarrows, toy garden barrows and large garden barrows, as well as toy carts of many sizes. These are either house or out-of-doors exactly new, but this year a number of improvements have beaen made to this old reliable line, which should commend them as novelties for the holiday trade. There is the swinging shoo-fly, which has a forward and backward movement, instead of the up-and-down motion of the older style. Another member of this toy family is a hobby horse, with head and reins mounted on stick, and two wheels to keep balance and run smoothly; and for the baby there is the child's swing, painted red, which can be used in the house in winter and placed on the lawn in summer, and when not in use may be folded away.



One of the Gendron's Toy Wheelbarrows.

For the girls, big and little, there is the doll's carriage, which may be had with English-shaped body or in the favorite go-cart style. Some have reed bodies, with or without fancy parasol, and there are some mounted on runners instead of on wheels. The range of these dolls' carriages and cabs number easily 50 grades and sizes. An advantage with these goods, too, is the fact that repair parts may be had at any time. Dolls' cradles, too, are another line that go in connection with this special line for girls.

These are but a few of the many lines of children's goods on the market, but in addition there are boys' velocipides and girls' tricycles; rowing wagons, single, double and tandem; bent rail wagons of wood and steel; buckboards, single and double; dog and goat sulkies; wood and steel express wagons, trucks and delivery carts and wagons; children's furniture in sets and single pieces, and a great variety of sleighs, single and double, mounted on either high or low runners, for the youngest baby or the biggest grown-up. One sleigh for this season's trade is a boy's bob-sleigh with special steering attachment for coasting.

Additional suggestions can be secured by a study of the announcements of manufacturers in the advertising pages of Hardware and Metal.

Begin Christmas Advertising Campaign Early.

Suggestions for Newspaper and Booklet Advertising—Sample Ads. Illustrated—Emphasize the Good Sense Shown in Buying Useful Articles for Presents.

A GIFT SUGGESTION BOOKLET.

A good method of attracting custom to the store is to supplement your newspaper advertising with a small booklet having an attractive cover and containing, in addition to a personal talk signed by the merchant, some pertinent suggestions for presents for various members of the family, following the plan of giving a page of gifts "for father," and similar lists for other members of the family.

Herewith is reproduced a striking cover design, showing a messenger delivering a parcel to a young lady "just in time for Christmas," and as a suggestion for the "personal talk," something like the following might be worked up:

"The searcher for Christmas gifts will find some things at our old store that she



Cover Design for Holiday Booklet.

or he should have on the list. These will be found here in a little better assortment, of dependable quality, in patterns more exclusive and at prices sometimes lower than will be found elsewhere.

"This year we have found room for a number of imported and domestic novelties, mostly of brass and copper, which will interest the Christmas shoppers.

"Our cutlery stock is beyond local comparisons. Its appreciation requires an inspection."

The advice of the local printer can be taken on the size of the page and an effective display for the booklet and the merchant's stock will dictate the number of pages it will take to enumerate his "gift suggestions."

SAMPLE CHRISTMAS GIFT AD.

An important thing to remember when getting up Christmas advertising is that a great many people have only a limited amount of money to spend on Christmas gifts. In many cases people make out a list of persons to whom they have decided to make a gift, and plan to spend a certain amount on each one. The amount in many cases is necessarily a small one. In others, maybe, it is quite large. But the thing for a merchant to do is to tell the people what he can sell them in the way of Christmas presents for certain sums. It might be a very good plan to run some advertising of such a nature. To the person who is worrying about what he or she can possibly buy for fifty cents, it is a great relief to find that there are many handy and useful articles to be obtained at that price.

Success only comes to the man who goes after it.

What Can You Afford to Spend?

Corner of Main and Broad

Opposite Post Office

For the convenience of our customers we have made up a list of goods from our stock suitable for Christmas Gifts at prices ranging from twenty five cents to five dollars. We also have many choice lines not listed here to which your inspection is invited.

Store open until **10 P.M.** every night till Christmas

25c (List and prices)	**$1.25** (List and prices)	**$3** (List and prices)
50c (List and prices)	**$1.50** (List and prices)	**$4** (List and prices)
$1 (List and prices)	**$2** (List and prices)	**$5** (List and prices)

These Values Cannot be Beaten Anywhere
Come in and See the Goods. No trouble to show you

BROWN & SMITH, Hardware Merchants

Corner Main and Broad Streets - BLANKVILLE

Window Display a Big Factor in Holiday Trade

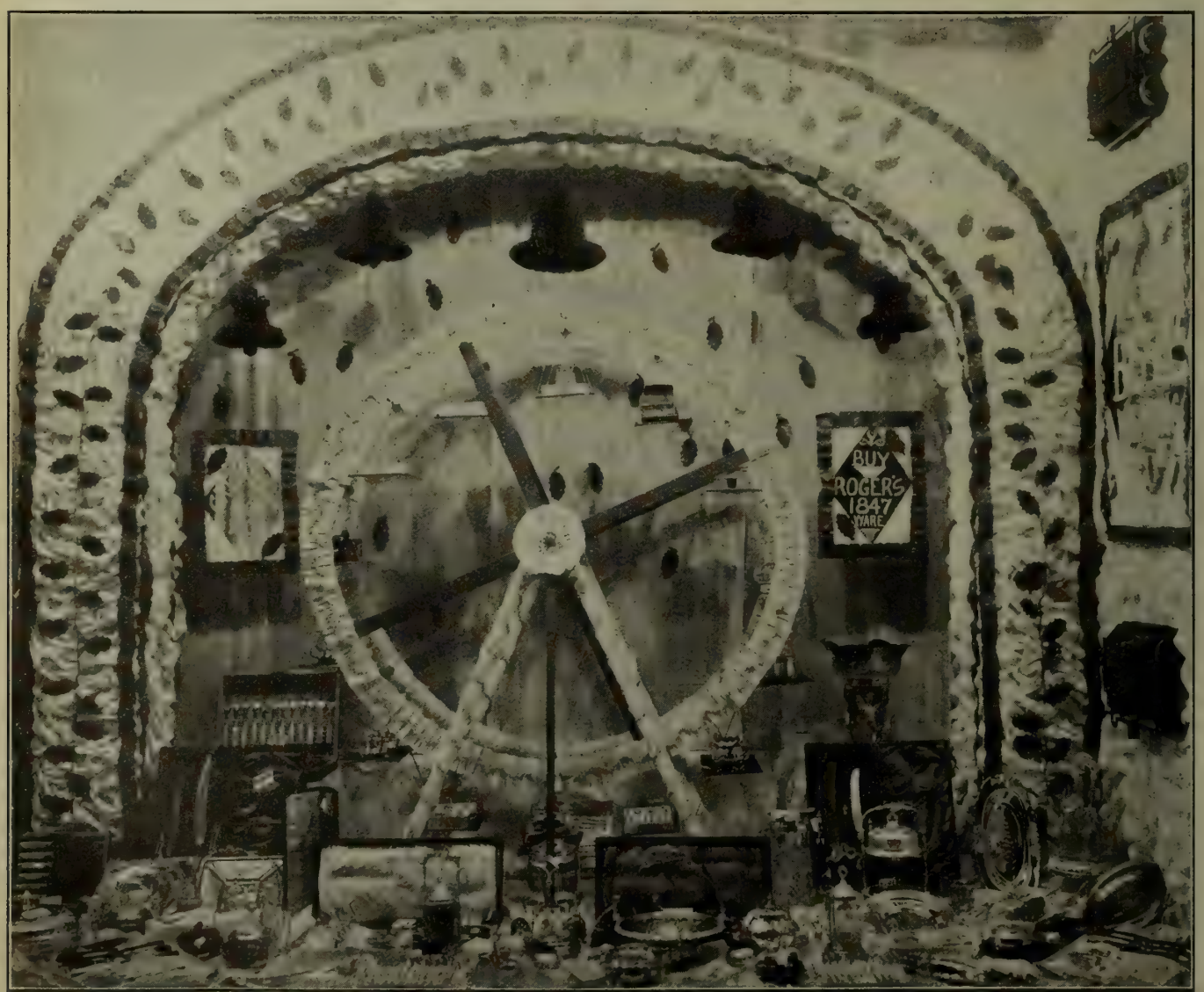
Illustrations of Good Displays Made a Year Ago in Canadian Hardware Stores —Prizes Offered for the Best Displays to be Made This Year—Suggestions to Follow in Planning Displays—The Window Never so Important as During the Christmas Season.

At no season of the year is the hardware store window of greater value to the merchant than in the month preceding Christmas. Most hardwaremen realize this and arrange to have at least one effective display of holiday goods, but. just as the merchant's ad. in the local paper needs changing with every issue of the paper, so is it both advisable and necessary that the window display be changed at least weekly at all seasons of the year, and especially during the interval between Thanksgiving and Christmas.

Canadian hardwaremen are realizing more and more the importance of the window display in their advertising campaign. and each year an improvement is noted in the photographs of Christmas displays sent to Hardware and Metal. A friendly local rivalry is also developing in several Canadian towns and cities, and this cannot but help in raising the standard of hardware window trimming in all parts of Canada, as nothing is so talked about by local townspeople or hardware travelers, as the enterprise of a merchant or clerk in putting together a window display out of the ordinary.

It is the aim of Hardware and Metal to encourage a greater interest in window dressing, and in this issue announcement is made of a number of prizes offered for the best holiday window displays and newspaper advertisements used during the coming holiday season by Canadian hardwaremen. Several window displays arranged by window trimmers in Canadian hardware stores are also shown in this issue, and additional pictures of displays will be reproduced in the next few issues of the paper. In offering prizes for window displays, a division has been made in which hardwaremen and clerks doing business in the larger cities do not compete with those in the smaller towns and villages, a double set of prizes being awarded.

Last year, in the towns under 10,000 population, the winner of first prize was H. Flowers, with Peart Bros., Regina, he arranging a mechanical display, the central features being a large arch and a Ferris wheel connected to a small motor in the basement. The color scheme was green and white, holly and paper bells being also used to complete the setting. The trimmer wisely avoided placing any goods to detract from the wheel, the background and wall being practically free of goods. The display on the floor was well balanced and price-marked and an admirable combination of attrac-



Christmas Window Arranged in December, 1908, by H. Flowers, for Peart Bros., Regina, Sask.

tive and selling qualities. The wheel carried fourteen trays or cars, each carrying samples of silverware or cutlery. A small motor in the basement caused the wheel to revolve at the rate of three times a minute, the belts being invisible from the street. The wheel was kept in motion day and night, and at all hours there were many spectators watching the wheel and studying the display. Peart Bros. give the display credit for moving a lot of goods which otherwise might have been left on their shelves.

First and second prizes in the competition confined to cities over 10,000 population were awarded to Walter S. Bate, with Johnson & Co., Brandon, Man., and Roy C. Gilmour, with J. A. Flett, Vancouver, the former having a neat window in which care was taken not to overload the window, high-class goods being prominently featured. Mr. Gilmour's display was also very tastily arranged, but rather crowded, especially on the floor of the window. A study of the illustrations will be helpful to every window trimmer.

Second prize in the smaller towns competition was awarded to Peter McNaughton, with J. L. Fenn & Sons, of Bracebridge, his window having a dark background, with every article standing out clearly, small price tickets being used. The base of the display was also relieved by steps, on which the goods in the background were raised and the monotony of a flat floor overcome.

In awarding the prizes, the judges considered that a window having features calculated to draw customers to the store, had considerable advantage over



Christmas Window Dressed in December, 1908, by Walter S. Bate, for Johnson & Co., Brandon, Man.

a display without such qualities, although it had good selling power. As a rule, a trimmer who dresses a window to attract attention arranges a companion window in which seasonable stock is displayed and priced in such a manner as to encourage onlookers to enter the store.

Trimming the Christmas window seems to be regarded as a difficult task, to be disposed of in the shortest possible time and with the least amount of work. Those who fall into this error are apt to fill their window with a miscellaneous lot of goods jumbled together in a meaningless manner, and it is not surprising that their windows produce few sales and attract little attention. The small retailer should give as much thought and attention to his Christmas window displays as do the city department stores, and a little time and thought will prove a profitable investment. In planning window displays, the following suggestions may be helpful:

1. Make one of your Christmas windows tell a story immediately understood by the children, and, if possible, use a Christmas scene or something that moves, or simulates life in the window.

2. In arranging the window, do not forget its primary object is to sell goods. Goods shown should be priced, and the invitation given to come inside and examine other lines displayed.

3. Suit your display to the size of the window. Do not overcrowd it. One article, prominently and attractively



Christmas Window Dressed in December, 1908, by Roy C. Gilmour, for J. A. Flett, Vancouver, B.C.

shown, with price tag, in a small window, is more effective than forty miscellaneous articles.

4. House furnishing specialties, such as coffee percolators, bread and cake mixers, lamps, etc., suitable for Christmas gifts, make good window displays and produce a large volume of sales.

5. Change the displays at least once a week.

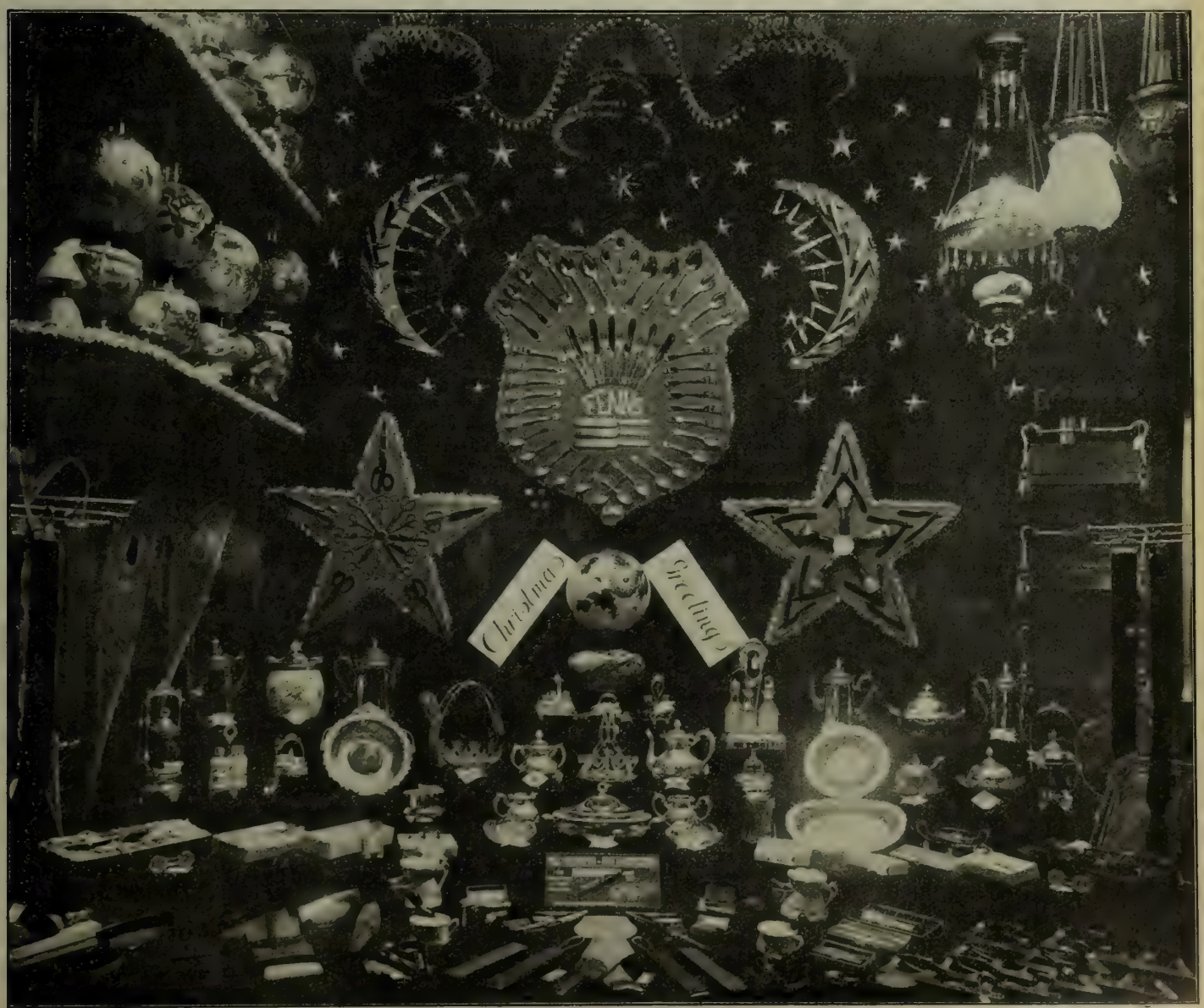
The above suggestions will be found helpful to sales, of properly executed, as they represent the policy pursued by all progressive and successful retailers.

A GAME TRAPPING SCENE.

At the Buffalo convention of the New York State Retail Hardware Association, the Oneida Community showed a sample display in the form of a trapping scene in the woods, from which the following suggestion is made:

For the base of window, place a small packing case, 16 or 18 inches square, in the back of the window; this box is covered with burlap and built out with excelsior, so that it forms a miniature hill. A piece of stove pipe is hidden under this mound, which is first covered with glue so that dirt and moss will stick to it; this gives the appearance of a muskrat hole. A large mirror is placed about 8 or 10 inches from the front of the hole, with a trail made of dark-colored earth leading to this artificial pool. A No. 1 jump trap is set near the hole on the runway or trail, the chain being fastened to a small stick or bough, which appears to be driven into the ground. An old moss-covered log, 6 or 8 inches in diameter, is laid across the pool, and the balance of the window bed is covered with a light sprinkling of moss, which gives the appearance of a woods. The back of the window is covered with green burlap. Five or six small cedar or spruce trees about 2 or 2½ inches in diameter at the butt and 6 or 8 feet high were fastened up against this. These can be attached to the bed of the window by shaving the butts round and screwing into pipe floor plates. For the front and sides of window, take several halter chains, attaching them together and hanging them 4 or 5 feet above the bed of the window so that you can suspend the different styles and brands of traps that you have in stock. Be sure and display the largest-sized traps that you have, as they attract the attention of everyone passing the window. If you can display some of these traps open, it also helps to attract attention. It is not safe to do this, however, unless the window is closed so that small boys cannot handle the open traps.

The Gillette Safety Razor Co., Montreal, report being behind with orders, notwithstanding that their factory is running overtime. They are apologizing for late deliveries in their advertisements to the trade. This condition of affairs is an undoubted testimonial to the benefit of judicious advertising.



Christmas Window Arranged in Decem ber, 1908, by Peter McNaughton, for J. L. Fenn & Sons, Bracebridge, Ont

Holiday Trade in the Hardware Store

Women More Practical Buyers of Holiday Goods Than Men—Must Make the Hardware Store Attractive to the Women—Encourage Inspection and Help Customers to Select What They Want—Suggestions for Arranging the Stock and Making Window Displays—Plan a Campaign and Follow it Closely—Some Lines Which can be Featured During the Holiday Season.

At one time the average hardware merchant gave little attention to the opportunities for holiday trade in goods outside cutlery and sporting goods, and many still remain blind to the chances for pushing seasonable specialties, but the ever growing number of men who set out with the declared object of capturing some of the trade hitherto taken by the fancy goods stores and the jewelers become more enthusiastic after every venture. They find that the hardware store is, in many respects the best store for the trade and the holiday trade is the most profitable of the year.

This is becoming more apparent as the womenfolk develop as hardware buyers. The husband now leaves his wife to buy those articles which at one time he secured himself. He finds that not only is his wife a keener buyer, but that she always gets what she wants, whereas he very seldom, if the truth were known, brings home the right thing. Nothing pleases a woman better than shopping, and so the husband is satisfied to leave the matter in her hands only thankful that he is relieved of the task. It is the woman who does most of the Christmas buying, and therefore the hardwareman is only encouraging the natural development of his general trade in catering to the holiday demand.

Tool Boxes and Cabinets.

Outside the ordinary stock there are many lines that appeal to the Christmas buyer as being most useful and acceptable presents. For instance, how many amateur carpenters would be more than pleased to receive one of the tool boxes or cabinets which manufacturers now put up with every article carefully selected, and with due attention to what a workman really requires. How often is it the case that a man buys a tool, and then finds that for general work it is not the one that he really requires. But with the tool chests and cabinets now put on the market at prices to suit all pockets this danger is avoided. Then many a mechanic wants a special kind of tool. If the hardware merchant encourages a Christmas trade it gives the wife, or a member of the family, a chance of buying this article as a present, whereas it might not be thought of otherwise.

Cutlery and Silverware.

What better present could be given than a case of carvers or something of the sort, or a razor, safety or otherwise. The hardware store is the recognized medium for cutlery, and with right good reason. Experience has taught the hardwareman a good piece of steel when he sees it, and the buyer can with reliance depend upon the advice of the merchant.

Plated ware, too, has always been sold by the hardwareman, and from plated ware to silverware is but a small step. Why should not the hardwareman be as well able to sell silverware, and as good quality of silverware, too, as the jeweler? The modern hardware store, with its up-to-date fittings, and its general air of refinement and polish, is a different store from that of the earlier days when oils, colors, nails and other ordinary hardware were strewn about in careless confusion to the detriment of a woman's dress. Now silverware is not incongruous in the store. It is displayed in as good a setting, and gets as careful a handling, as in a jeweler's store. There is no reason why the hardware merchant should not extend himself very far into the Christmas trade, and carry lines that are not only valuable from an intrinsic point of view but lines as varied as he chooses to make them. But, of course, it is of no use to have the goods without letting the community know of the fact. Christmas goods will not sell themselves, no matter how choice and well selected they may be. In fact, the more the merchant extends himself on his Christmas stock, the more he should advertise the fact.

Encourage Inspection.

In pushing his Christmas lines the hardwareman should make due provision for the desire always manifested at this time of the year to have a look around before buying. He should not expect every person entering the store to purchase at once, and he should instruct his clerks, while being attentive, not to push the lines too closely when they see that the consumer is simply on a tour of inspection. Rather should the clerk set himself out to display all the goods but not to force a sale, so that the consumer goes away, not only impressed with with the goods, but equally impressed with the courtesy of the clerk. That is a great selling factor. The hardwareman should set himself out to make his store a rendezvous for holiday buyers and to succeed in this, it is well to display the Christmas stock early so that people can be given a chance of inspecting, and of then returning to buy. This is a sort of follow up selling plan which is very important. It must not be forgotten, too, that the first impression made on a person's mind is most likely to hold good. If a consumer sees something in the store that appeals to him as a suitable gift it is a hard matter to make him forget the fact and if the price is right he will return to the store, although he may see similar articles in other places.

The Holiday Setting.

In displaying his Christmas goods the hardwareman must give the proper holiday setting to them. He must make his store redolent of the spirit of the times. Nothing is so disheartening to a customer in going to buy a present to find the store barren of those little signs which bespeak the season. Imagine mothers bring their children to a store for the purpose of making holiday purchases if there is no outward manifestation of signs of the times. Children would not have sufficient enthusiasm to inquire for something that may have struck their fancy, and probably the parent would not become imbued with the necessary interest in the toy department because of these shortcomings. In preparing for the holiday trade the merchant should play upon the importance of holly, evergreen, and other trimmings consistent with the occasion. He should see to it that Santa Claus appears in his windows or interior with offerings for the juvenile sect. In fact, let the store, both outside and in, radiate festivity, and make customers feel that buying and selling is part and parcel of the Christmas fun.

Convert Store Into Bazaar.

The merchant should give his interior as much of a bazaar appearance as possible. He should, for the time being, clear away the heavy stuff, and with extra tables spread out his Christmas goods. With plenty of decorations he can make the interior look very pleasing to the eye, and at night time, if it is possible to have any music, for instance say a piano, and the store be brilliantly lighted, the merchant can crowd his store and incidently reap a good harvest.

It is essential that the merchant should have his store well illuminated, not only the windows but the interior. Even where gas or electricity is not available, so many good oil lamps of exceedingly great power are now on the market—that no difficulty need be experienced in this direction. These lights should be toned down by color globes, or shades of tissue paper. The colors should blend with the color scheme of the decorations as they will make the display more striking, and besides work toward showing the goods up better. If the colors are out of the ordinary they will attract the people. When tissue paper is used, the expense is small, and it permits of changes more often than by the employment of other means for shading. The merchant can

with a little trouble have a change of color every evening. All this of course means labor for the merchant, but it is worth doing. He wants to sell his goods and no trouble should be too great to do this. It must not be forgotten that by making a big display at Christmas he gives his store a prominence that will not be forgotten long after Christmas has gone. By making his store the talk of the town he adds dollars to his after profits.

The Window Display.

Equally as important as the interior are the windows. The windows attract the consumer, while the interior holds them, and makes the purchase. Therefore the windows should demand the greatest care on the part of the merchant. Every point that applies to the interior applied to the windows. They should be essentially "Christmassy" in tone, well illuminated, and the goods carefully displayed. In every window there should be centre piece or background appropriate to the season, and which will catch the eye, and create a pleasing impression. There are no end of clever and attractive ideas which may be easily worked out by any one who possesses ingenuity and skill. Where a store has only two windows, as is usually the case, one may well be given over to the toys, while the other shows a varied assortment of holiday and gift merchandise. A very effective background for a display of toys can easily be made by constructing a background representing a brick wall, with a heavy oaken door swung wide open, revealing a miscellaneous collection of toys falling in profusion through the doorway. The brick wall may bear a legend such as "Opening of Toyland" and a figure of Santa Claus may be posed in one corner, bearing in his hand a large gilt key, with which he is supposed to have unlocked the door. A display of toys may be made in front of this background. If the trimmer is at all handy with a brush a pretty snow scene representing a sleeping village may be painted on a "back drop" or curtain hanging just in front of the background and bordered with icicles, while conventional Christmas trees may be placed in the corners of the background.

Work on a Plan.

In any case, whatever the design, make the background attractive. Evolve something special for the class of goods to be displayed. Take plenty of time and figure out exactly what should be used to display the goods on, put the decisions on paper, and then follow them out. Do not try to make a window display by merely starting to work in a window, and arranging things as they come. Have a fixed plan before the start, think over it well, and decide on the color which will show the goods to the best advantage but have all details carefully planned before the work is begun. This enables the display to be put up in much less time, while doing it neatly and with taste. It is argued that show windows are often too crowded. It is impossible to get too much in a window providing it is arranged properly. The reasons why so many windows appear crowded and unattractive is because the goods are not properly placed, and of all seasons the Christmas season is the time to fill the windows, and impress the beholder with the variety and completeness of the stock carried.

Lines to Carry.

There are two great points which the hardware merchant must follow out in his Christmas campaign. These are variety of stock and the "holiday" character of the store. We have dealt with the latter fully. With regard to the former, the merchant must be his best judge, no hard and fast rule can be followed. His own business intelligence must prompt him, but there are several lines which can be mentioned in which the merchant cannot go very far wrong. From the list given below a desirable selection ought to be made:

Silver, plated ware and cut glass articles.

Chafing dishes, brass kettles, crumb trays, coffee percolaters, call bells and gongs, candlesticks and ornamental brass goods.

Cutlery cabinets, carving sets, table cutlery, berry spoons, bread knives, pocket knives, scissors and shears, scissors in cases.

Razors and safety razors, shaving sets, shaving mirrors, manicure and toilet sets, shaving and military brushes, smoking sets, leather novelties, writing sets, and cameras.

Kitchen ranges, oil or gas heaters, foot warmers, fire place goods, roasting pans, flour bins, aluminum or enameled ware, meat choppers and presses, coffee mills, bread and cake boxes, family scales, bird cages, washing machines, wringers, carpet sweepers, vacuum cleaners, wire door mats and cobbler's sets.

Marble and alarm clocks, cheap lines of watches, thermometers and compasses.

Electrical novelties, pocket lamps, electric irons, bread toasters, etc.

Gas and electric fixtures, fancy lamps, ornamental shades and globes.

Bathroom fixtures, rubber massage brushes, mirrors.

Skates, hockey sticks, snowshoes, toboggans and sleigh bells.

Iron toys, children's table cutlery, dolls' dishes, toy stoves and banks.

Guns and air rifles, thermos bottles, hunting clothing, axes or knives, revolvers, game traps and bags, fishing rods and reels.

Children's sleds and express wagons, coasters, go-carts, child's wheel barrows and dolls' carriages.

Tool chests and cabinets, lathes and equipment for doing fancy metal or wood work.

SELLING GUNS AND AMMUNITION.

The average hardware merchant is of the opinion that his stock of ammunition unless cleaned up every year will deteriorate. While there was some trouble with smokeless brands as made several years ago, it will not apply to the product as turned out by the standard powder mills of to-day. It is, however, well to clean up the stock if possible at least once a year, as any sort of goods become shelf worn, and then are not as salable as the newer goods. Another good reason is that every progressive manufacturer is constantly getting out a better label, making it as attractive as possible and giving the goods a better finish.

Capt. A. H. Hardy, writing in the Iron Age, says he would as soon shoot a shell that had been loaded for five years as one that had been loaded for five months, provided it had not been exposed to extreme dampness or heat. Shot gun ammunition on account of the paper, should be kept in a dry, cool place, and should never be placed on the shelf of an outside wall where it is damp. Although paper shells are supposed to be waterproof, and they are as near as paper can be made, it must not be forgotten that paper will always draw dampness. Dampness often causes the shell to bulge, and the purchaser then compliments the firm in sarcastic terms for sending out such goods, which is not at all the fault of the manufacturer. This applies only to paper loaded shells, and has nothing whatever to do with metallics, better known as rifle and pistol cartridges. This sort of fixed ammunition as loaded at the factory is regarded as absolutely waterproof. Capt. Hardy says he shot cartridges that had laid out all spring in a meadow, where rain had fallen a number of times and did not experience any bad results.

After a firearm of any kind has been shown to a customer, it should always be wiped with an oiled rag, which should be kept in the case for that purpose.

And never put away a gun of any kind that has been shot, it matters not whether once or more times, without cleaning it well and oiling it, winding up by using gun oil or vaseline.

Second-hand guns should not be kept in with stock of new ones, as it gives the former the appearance of a second-hand stock.

If a cork is put in the muzzle of a gun, the clerk may forget to take it out and the first shot will either burst or put a bulge in the barrel.

Many merchants complain about the profit they get out of ammunition, claiming that the manufacturer is too high in price. I have seen some of these same merchants selling .22 short cartridges at 25 cents a hundred and black powder shells at 40 cents a box. Now, it would not matter what they paid for the ammunition; it would be the same thing. There is a reasonable profit in ammunition and it is a stock that turns quickly.

Canadian Wholesale Hardware 11th Convention

Convention Held at Quebec and William Starke Re-elected President—Prominent Men at the Banquet—List of Those Present—Manufacturers and Wholesalers Meet Together in Good Fellowship.

The Eleventh annual convention of the Canadian Wholesale Hardware Association was held in Quebec, Thursday and Friday, October 7 and 8th., the attendance being thoroughly representative and the meetings in every way satisfactory. William Starke, of the Starke, Seybold Co., Montreal, presided. The sessions were held under closed doors owing to the fact that their business was of a private nature.

A magnificent banquet was held on Thursday evening at the Chateau Frontenac, about 50 being in attendance. The decorations were beautiful in every way including a mantle of varigated Autumn Maple Leaves covering the tables in great profusion and interlaced with numerous bouquets of flaming red gladiolas. These were supplemented by plenty of palms and the whole coupled with the dainty candelabra and the Chateau's own beauty made a delightful scene.

Never was there more harmony, never was there a more representative and progressive gathering. The banquet was graced by the distinguished presence of the Lieutenant-Governor, Sir C. A. Pelletier, Sir Lomer Gouin, Premier of the Province, Honorable Sir Francois Langelier, Chief Justice of the Province, while



WM. STARKE, MONTREAL,

Of Starke-Seybold, Limited, Re-elected President of the Canadian Wholesale Hardware Association.

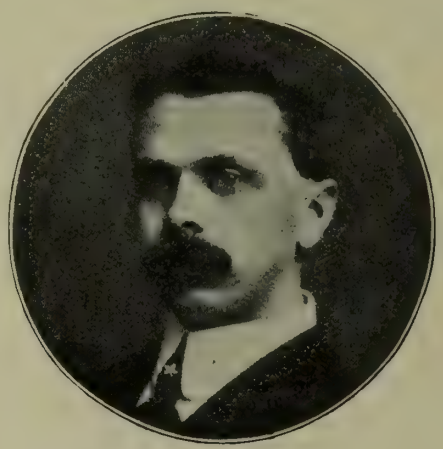
the Honorable Sir George Garreau sent his regrets. In addition, Captain Bernier, the hero of the "Arctic" was present, gaily uniformed with much gold lace and looking as if he had enjoyed his sufferings searching for the North Pole.

Distinguished Visitors Present.

William Starke, the re-elected president, occupied the chair. When the toast to his Majesty had been duly honored—and they were a loyal crowd singing God Save the King most vigorously—the Lieut.-Governor was introduced to the gathering. Owing to his native diffidence he merely bowed his compliments and sat down.

A letter of greetings was read from the Maritime Wholesale Hardware Association signed by A. M. Bell, of Halifax.

The Honorable Justice Sir Francois Langelier then spoke. He complimented the Hardware merchants upon their intelligence and industry and expressed his gratitude for the pleasure of being a



S. H. ALEXANDER, HAMILTON,

Of Wood, Vallance & Co., Elected Vice-president of Canadian Wholesale Hardware Association.

guest at such a splendid banquet. He was warmly received.

Sir Lomer Gouin responded in French to the toast "our guest," and so great was the applause when he arose to speak that it was a long time before he could be heard. On behalf of the Government of Quebec he welcomed the members of the Association who were honoring the grand old city of Quebec by their presence at the Convention. He believed the hardware merchants were important factors in upbuilding the commerce of his province as well as of the whole Dominion. He said the Government of the Province had always encouraged business men and there was a good representation of manufacturers in hardware lines all over Quebec. The Government had encouraged technical schools and had done its duty along the line of developing new territory for minerals (ap-



JAMES HARDY, TORONTO,

Re-elected Secretary-Treasurer for the 'Steenth Time.

plause). He then paid a neat compliment to Captain Bernier, the explorer, whom he styled his illustrious compatriot. He praised the work he had done as an explorer and an Arctic navigator. He understood that a Quebec hardware merchant had fitted out Captain Bernier's steamer. He concluded by a glowing tribute to the commerce of Canada, especially to those men in convention who had contributed to its development. (Loud cheers).

Hardware Travelers for North Pole.

Captain Bernier was then called upon. He was cheered to the echo and assured repeatedly that he was a jolly good fellow, in fact all the other speakers were dimmed into insignificance by the ovation given the explorer. He told briefly how he was lead into the work of exploration and detailed how he annexed territory for Canada. The crowd went wild with enthusiasm when he announced that he had captured 500,000 square miles for Canada. He created a great laugh when he told Sir Lomer Gouin that he ought to go up to the North country and see it for himself. He mentioned that the Chinic Hardware Company, of Quebec City, had provided supplies for the Doctor Cook relief expedition (loud cheers for Chinic). He believed Doctor Cook had found the pole according to

his own observation. The whole assembly arose and gave three cheers for Bernier and the Chinic Hardware Company.

The president in the course of introduction a song which was "O, Canada" said the Chinic Hardware Company had stolen a march on all the others in outfitting Doctor Cook. He asked Captain Bernier if the North Pole was a good place to send hardware travelers. (Great laughter).

Manufacturers' View of Trade.

William McMaster, managing director of the Montreal Rolling Mills, was then called upon. Mr. Starke said in introducing him that he represented a concern that he claimed had made more money out of the Hardware Association than any other. They gave Mr. McMaster a rousing reception calling him "Wully Mac" "Sir William" and a "jolly good fellow."

Mr. McMaster said that the manufacturers of Canada so far as he knew were working in harmony with the jobbers. He was glad to see that business had improved everywhere in Canada and that all trade conditions pointed to a betterment. He complimented the hardwaremen upon the stability of their business. He felt that the hardware trade should join with the manufacturers in looking forward to a greater volume of business in the future. He was glad to see the whole movement of the Association evolving into bigger things. The meeting and the banquet were a credit to the Association in every way.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, and former president of the Association, proposed in an able manner a toast to the Association. He rehearsed briefly the history of that body and complimented the new president, William Starke, on being re-elected for a third term. He referred to the good things in the way of closer trade relationship which had been accomplished by the Association. He felt that it was the duty of the jobbers to get their commercial arms as closely as possible about the necks of the manufacturers and to keep them there. To the younger men growing up in the trade he urged sobriety, honesty and industry and that there was no better trade and no better country than was offered in Canada today. The resources of the Dominion were unlimited. The hardware merchants and manufacturers could all share in a marvelous future. He had the greatest confidence in Canada, in Britain and in all the elements that meant allegiance to the British Empire. He believed that a great heritage awaited the young men of Canada (great applause).

The president again made some joke about the new territory, the North Pole, and he called upon Mr. Chinic, of the good old hardware firm, the Chinic Co.

"Good old Chinic" and "We like Chinic" and several songs greeted the speaker before he could be heard. Mr. Chinic made a complimentary reference to the Association and the honor they had done Quebec, and invited them through his friend Mr. Davie to be their guests on an inspection tour of the Harbor Friday afternoon.

Manufacturers and Jobbers Friendly.

"Sister Associations" was the next toast, the president remarking that they gave little and took much. (applause).

Mr. Maxwell, of Hamilton, Ontario, responded, being compelled to listen for some time to such songs as "See him smiling" "Don't Believe Him," etc., all going to show Mr. Maxwell's popularity with the Crowd. He dwelt upon the importance of Associations in all good business to-day. He referred briefly to the value of co-operations between the manufacturers and the jobbers of Canada.

The president then said he would like W. Wallace Near to tell them why pipe sold at cost. Mr. Near was given a great send-off. He said that he felt he had done enough at the convention sessions to be absolved from any remarks at the banquet. However, he was glad to make the remark that a friendly feeling existed between jobbers and manufacturers. This was a compliment to the intelligence and good common sense of both parties.

The toast to the ladies was responded to by Jas. Peck of the Peck Rolling Mills. He made a humorous reference to Captain Bernier when he asked him to tell the company something about the Esquimaux ladies.

A toast to Hardware and Metal was royally honored and was responded to by the representative present.

The toast to the President, William Starke, was greeted with the greatest cordiality, and testified to the sterling popularity of Billie Starke. It was a long time before Mr. Starke could be heard and he had many assurances that he was a good fellow. He said he loved the work he had done with the Association. He believed they had done a great deal of good. They were improving every year. They were aiming at higher things. He hoped for great things in the future, thanked the Association for the honor they had done him and for the loyal support they had given him in his official duties. (Great applause).

A hearty toast was then drunk to Mr. Hardy, Secretary-treasurer of the Association. "Good Old Hardy" and "He's a Daisy" kept him waiting for sometime. Mr. Hardy responded very briefly, referring especially to the splendid future of Canadian business. He stated that he was especially optimistic regarding the hardware trade.

The dinner was brought to a conclusion by the National anthem and several other songs, including "Alouette," and many other French songs which seemed to capture the western men completely. Those who contributed to the musical portion of the programme were Moise Raymond, and J. A. Gagne accompanied by Professor L. Bessaine.

On Friday morning the delegates were driven to Spencer Wood as guests of the Lieutenant-Governor where a delightful morning was spent.

Election of Officers.

The newly elected officers for the Association were as follows:—

President, William Starke, Starke-Seybold, Limited, Montreal; Vice-President, S. H. Alexander, Wood-Vallance & Co., Hamilton; Secretary-Treasurer, James Hardy, Toronto; Executive Committee, A. Jeanotte, Montreal; A. Prudholme, Montreal; W, J. Lawson, Toronto; S. R. Kennedy, Toronto; and Joseph Lemieux.

Those present at the banquet were: Lieutenant-Governor Pelletier; Sir Francois Langelier; Sir Lomer Gouin; Captain Victor Pelletier, A.D.C.; J. G. Billett; G. E. A. Jones; G. D. Davie; Major T. H. Hetherington; M. Raymond; L. Dessane, J. A. Gagne; Art Lachance, M. P.; T. H. Newman; A. Jeanotte; W. Starke, A. Prudholme; W. McMaster; W. A. C. Hamilton; Geo. A. Childe; T. C. Dexter; W. L. Cummer; W. Shaw; E. N. Chinic; J. E. Lemeiux; V. Lemieux; J. D. Chaplin; J. M. Taylor; J. Hardy; S. H. Alexander; A. F. Hatch; G. Gillies; J. Maxwell; A. Letang; J. Brymer, W. Cummings; J. H. Parkes; J . Peck; R. Haldimand; W .W. Near; H. P. Hubbard; J. R. Terrill; W. J. Ball; C. D. Ten Eyck; J. H. Hanson; H. Hill; Captain Bernier; B. B. Stephenson and C. D. Cliffe (Hardware & Metal).

Jottings From the Note Book.

The Quebec hardwaremen did themselves "proud." Messrs Lemieux and Chinic have every reason to deserve congratulations.

The group of western hardwaremen who came to Montreal Saturday evening were mistaken for a concert company for they kept up a stirring chorus all the way from Quebec to Montreal. John Taylor was the only man that did not sing, he and Mr. Dexter continually exclaiming "louder," but Mr. Alexander was very proud of his double bass.

John Taylor is still the life of all the company where he is and he is always the best of good fellows, whom everybody likes.

William Starke makes an ideal chairman and brightened up all his toasts by apt personal references, which seemed to be exceedingly acceptable to all present. Third time as president is a high honor. Congratulations were due him from every one.

Jas. Hardy is one man in a thousand. He knows how to manage men, and he is the doyen of association and banquet managers. Everybody has the utmost confidence in him in business. Most men are willing to listen to his fine list of good stories.

ENTERING THE JOBBING FIELD.

Hamilton, October 14.—It is rumored that the Alexander Hardware Co., Hamilton, intend going into the jobbing field and will place three or four travelers on the road.

Business Methods of Canadian Hardwaremen

Chatham Jeweler's Novel Advertising Scheme—Do Fall Fairs Help Retail Business?—Novel Window Displays — Guessing Contests at Saskatoon.

A GUESSING CONTEST.

Saskatoon, Oct. 11.—Currie Bros. announce that, as their New Year's gift, they will divide $1,725 among six people who guess nearest the correct number of grains of new, No. 1 northern wheat enclosed in a half-bushel case, which is not to be opened until the morning preceding New Year's Day. The first prize will be $1,000 cash, and the sixth, $40 cash. One guess is given with every dollar's worth of goods purchased.

J. F. Cairns is out with a similar contest. It is called "Cairns' Christmas Box," and contains $1,500 in "cold cash." He has enclosed about half a bushel of No. 1 northern wheat in a sealed box, which will be opened Dec. 24. The best guess will be worth $1,000, and the sixth best $25 in cash. No guesser in either contest may win more than one prize.

It is noted that the announcement made by each of these department stores is worded almost exactly alike, and that the guessing in each case continues up to the day preceding Christmas and New Year's Day. It would appear, therefore, that the announcement as to the number contained in the Cairns' half-bushel at Christmas would be worth something to those guessing on the Currie half-bushel during the week between the two holidays. The fact that Cairns has taken "about half a bushel," while Currie has taken an "exact half-bushel," may, however, point to the kink in the problem.

As if to diversify the guesserfest arranged by the merchants, the Daily Phoenix is pulling off a voting contest—the most popular lady receiving a piano worth $550. There will be five other prizes, the sixth being a $75 watch.

D. G. R.

A SPECIAL STOVE SALE.

Brantford, Oct. 12.—Turnbull & Cutcliffe held a stove sale on Friday and Saturday, which was an unparelleled success. For some time previous, by a liberal use of newspaper publicity and other advertising means, they had advertised this sale, and the result was highly satisfactory. The previous sale tickets were retained on the stoves, ranges, heaters and gas stoves, and a straight discount of 20 per cent. off for cash, and 10 per cent. for credit, on the regular prices was given. The sale was limited to two days, Friday and Saturday, and a big trade was done on these days. They report that the buyers were eager for the higher discount, purchases in most instances being for cash, though a few city purchasers received credit. It is probable that, this sale having been so successful, another will be held shortly. Besides the sales, Turnbull & Cutcliffe report that their stove trade has been much greater this year than in previous years, the hot air furnaces being installed keeping from ten to fifteen men busy all year.

A. W.

A GRAB BAG WINDOW.

Peterboro, Oct. 13.—The Best Hardware Co. have a window display, which, although not particularly attractive in one sense of the word, possesses an advertising value that is obtained from its practical nature. It might be termed a "grab bag," as the entire list of articles may be purchased for $35. There is a medium-sized kitchen coal range, and a complete array of kitchen utensils from a large spoon to a baking bowl. Prominently displayed is a card announcing that the entire outfit may be purchased for $35. The window is sure to attract even the casual observer, and is bound to be of interest to those who are looking for snaps of this kind. The stove is, itself, of the newest pattern, and all the articles that go with it are of everyday use in the household.

H. T.

ATTRACTIVE LANTERN WINDOW.

Brantford, Oct. 12.—A. Ballantyne, hardware and stove dealer, Colborne St., shows a specially attractive window this week, the design of which was furnished by the manufacturers of the "Liberty" lantern. A view of the Liberty Statue; New York harbor, with the New York skyscrapers in the distance, formed the background, from white banners of the national colors, red, white and blue, extending to the windows, forming the sides and top. In the immediate foreground, groups of lanterns were artistically arranged. The Statue of Liberty and the windows of the skyscrapers were formed of transparent tissue paper, and when the electric lights were turned on, and the lanterns lit in the evening, the effect was a very striking one.

A. W.

COPPER GOODS DISPLAYED.

St. John, N.B., Oct. 12.—A seasonable display is being made in the windows of Emerson & Fisher, Germain Street. One window is occupied with a comprehensive assortment of brass and copper coal hods, andirons, shovels, tongs, pokers, fire screens, etc., and the other window shows oil heaters, self-feeders, ranges, etc., of all sizes, and at all prices. With chilly fall winds making people think of their coal bins, the exhibition of heating requisites is very timely.

A window in W. H. Thorne & Co.'s, devoted to brass, copper and nickeled chafing dishes and spirit lamp stoves and accessories, is a gentle reminder to the ladies that the season for hot beverages is at hand, and that afternoon functions are no trouble when these handy articles are a part of their equipment.

W. E. H.

"PAID, WITH THANKS."

Chatham, Oct. 11.—"Paid, Blank & Co.," the hardwareman wrote on the face of the two-months' old account which his customer had just liquidated. Then he added one more word:

"Thanks."

"There's nothing cheaper," he remarked, carelessly, when questioned about it. "I do that with every account that is paid. Really, there is no 'scheme' behind it, nor have I any notion that it will help business; I just do it from force of habit, and did it at the outset because it seemed to come natural to receipt a bill in just that way.

"Nevertheless, I imagine the habit has some trifling effect upon my customers, and if it makes even a few of them feel a little more like coming again, I consider myself well repaid for the very slight amount of extra effort it involves."

W. E. P.

LIGHTING WINDOWS AT NIGHT.

Kingston, Oct. 12.—Does the lighting of the windows of the business houses of the city pay? There is at present an agitation on in the city for the lighting of the store fronts.

Three hardware firms, Simmons Bros., Lemmon Bros., and S. J. Horsey, have joined in the store lighting, and they believe that it is a good way to advertise. They say that it places the goods before the people, and that it is of special value just at this time of the year, when people are buying stores and other necessary equipment for the winter. There are a great many people, so it is pointed out, who are unable to see what the merchants have on exhibition in the day-time, and in the evening, when they stroll down the street, they will stop and have a look, providing the store is "lit up."

"As long as the people are on the street, it pays to have your window lit up," is the way a member of the firm of Simmons Bros., hardware store, put the matter. "I believe that we derive a great benefit from the practice; just now, we are pushing along our stoves, and we are able to put them on display in the window. I certainly believe that it is to a merchant's advantage to have his store window 'lit up' at night."

Kingston has four five-cent theatres, a vaudeville house, and a grand opera house, and, according to the opinion expressed by one hardware merchant, these places of amusement help along in the advertising in that they bring out the people at night, and they always stop to look at the store windows. People who would not probably come out are thus attracted.

It is estimated that it will not cost a merchant more than six or eight dollars a year to light his store windows every night. That's pretty cheap advertising.

isn't it? and it's effective advertising, too.

At present the city gives a special rate of six cents a kilowatt for outside display lighting. It is suggested that the six-cent rate should be extended to window lighting, which helps immensely to illuminate a street.

"Let there be light," is an appropriate sign displayed in the window of Woods' Fair, in Princess Street.

E. G. B.

DO FAIRS HELP BUSINESS?

Guelph, Oct. 11—The writer rather expected retail merchants to uphold the Fall Fair idea and express opinion to the effect that a good Fall Fair was a good thing for the town generally, and for the retail merchant in particular, but such was not the tenor of the replies he received from most of them.

"I wouldn't say it does the town any harm," said one hardware man. "In fact I have no doubt the town is brighter and more businesslike as the result of the holding of a Fall Fair once a year, but I can't see where it benefits the retail merchant directly, or to any noticeable extent indirectly."

"There's no way, at least as far as I can see, in which a fall fair benefits the retail merchant," said Charles Penfold of Penfold Bros. "It's not a business getting institution, particularly at least not as far as the hardware business is concerned, and the hardware trade is only one of the several that cater to the wants of rural customers."

"Last week was fair week," said another well known merchant, "and the result was that we had one of the quietest Saturdays of the whole year.

"Farmers don't buy things they don't need as a general rule, and if a farmer needs a pair of hinges, or if his wife has told him she needs a can of baking powder or caddy of tea, it doesn't follow, by any means, that because he's in town three times a week he buys three caddies of tea or three pairs of hinges," was the way one retailer sized up the situation. "He might buy three drinks when he's in town three times, but we don't have bars in connection with stores nowadays.

"No, I can't say that I see any great benefits to be derived from a Fall Fair, for a city merchant," agreed another merchant. "We pay our subscription the same as the rest of them, and have our exhibit in the fair building, but we really can't see where it benefits us to any extent."

These impressions seemed to be general with the merchants of Guelph. They wouldn't all say they thought so in so many words, and very few of them wished to be quoted as saying so, but at the same time they were pretty generally of the opinion that the Fall Fair was not much of an asset to the merchant, at least they couldn't see any results from it in the way of increased activity in trade. H.S.N.

A JEWELER'S NOVEL AD.

Chatham, Oct. 14.—An advertising stunt adaptable to almost any line of business was pulled off by a local jewelry firm at the recent fall fair here.

It was announced well beforehand that a Mysterious Man representing the firm would be on the fair grounds each day, and that to the first person identifying him and addressing him in certain set words the man would deliver an order entitling the recipient to a $25 gold watch, free.

For purposes of identification there was published in the local press for several days before the fair a rear view of the unknown's head and shoulders. This also appeared together with full particulars of the scheme and other advertising matter on advertising cards which were freely distributed, particularly on fair days. A vital condition of the contest was that the person identifying the mysterious man should address him in these words: "You are the man advertising von Gunten's Keystone Watch." Otherwise, the written order entitling the finder to the $25. watch would not be handed over, the mysterious man giving no sign as to his identity.

Identification occurred the second day of the fair. In the meantime a large proportion of the men, young and old, in attendance, had been greeted with the cryptic words, while an equally large proportion, both men and women, seem to have been seeking the mysterious man. Full particulars as to the winner and the manner in which he was located, together with a face view, were published the next day.

Evidently von Gunten Bros. regard the scheme as a good one for advertising purposes since this is the second year they have put it in operation.

E. P.

CANVASS THE HOTEL MEN.

The Onward Manufacturing Co., Berlin, Ont., have recently equipped the following hotels with their sliding furniture shoes: Iroquois hotel, Toronto; Hotel Cecil and Windsor hotel, Ottawa; Flanigan House, Saskatoon, and Francis hotel, Victoria, B.C. They are urging hardware merchants to secure samples of the shoes and canvass their hotelkeepers for a full equipment for beds, pianos, tables, etc. They are furnishing a transfer post card to retailers for advertising the furniture shoes on their show windows.

Another line that retailers can take up to advantage with hotelkeepers is the new enamel lavatory manufactured by the Steel Trough and Machine Co., which gives running water without installing plumbing. Every hotelkeeper will be interested in this proposition and it will also be a big seller in country houses, etc. Several hotels in Ontario have already installed the lavatory and an order for six was received this week for an Edmonton hotel.

A PROFITABLE HOLIDAY LINE.

A retail hardwareman in northern Ontario, writing to W. F. McIntosh, manufacturers agent, 28 Toronto Street, Toronto, stated that he could not see his way clear to stock a line of coffee percolators, chafing dishes, etc., as he could not compete with the prices quoted in a catalogue issued by a leading retail jewelery house in Toronto.

An investigation, however, showed that in only one line was the margin of profit low, this being a coffee percolator used as a "leader" by the catalogue house. Even on it, however, there was a margin of about 20 per cent. for the retailer selling at the same price in his store as the catalogue house sells at in Toronto.

The goods in question are manufactured by the Buffalo Manufacturing Co., for whom Mr. McIntosh is Canadian agent, and they are sold f.o.b. Buffalo. Figuring out half a dozen other styles of percolators, kettles and chafing dishes, it was found that the retail hardwareman could pay freight and duty and have a margin of from 40 to 70 per cent by quoting the same prices as the Toronto jeweler gives in his catalogue.

Many hardwaremen have already added brass and nickel plated ware to their list of holiday specialties and the incident referred to should encourage others to look into the proposition as this class of goods make a good showing and encourage women buyers to look to the hardware store for everything they require in house furnishings.

NEW HARDWARE JOBBING HOUSE.

Dominion Hardware, Ltd., is the name of a new hardware company which proposes to do a wholesale and retail business with headquarters in Toronto. They were granted a charter last week by the Ontario Government authorizing them to "manufacture, buy, sell and deal in hardware, metals, oils, varnishes, builders' supplies, mantels, tiles, grates, implements, machinery and other materials forming the stock-in-trade of a wholesale or retail hardware merchant." The company also propose to deal in sporting goods, and in the construction of public works, such as railways, wharfs, warehouses, etc. The capitalization is placed at $100,000. The provisional directors named are Melville Alphonso Smith, James Reginald Saye, and Thos. Edward Milburn, Toronto.

F. E. Brown, solicitor for the new company, stated that the company was "a bona fide concern with men of capital behind it, who would be ready to make a statement shortly." He was not at liberty to divulge the names of these men, but he did say that the names set out in the application for incorporation were "dummies."

Of the other names mentioned in the charter application Mr. Saye is assistant-manager of the King Edward Hotel; Chas. Leonard Weisner is a manufacturers' agent, representing the Canadian National Fireproof Co.; and Jos. McLellan Moore, of Durham, Ont., is a bookkeeper.

Although no verification could be obtained up to the time of going to press it is rumored that Jno. Brooks, late of Brooks-Sanford Co., and T. S. Hobbs, of Hobbs Hardware Co., London, are interested in the new company.

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PHOTOGRAPH WINDOW DISPLAYS.

Every window trimmer who goes to the trouble of preparing a special display should have a photograph taken of it. Indeed it will pay every clerk devoting attention to window dressing to own a camera and learn how to use it.

What better recommendation, for instance, can a clerk have when applying for a situation than a few photos of good windows he has dressed, as a clerk having a knowledge of window trimming is recognized as one who must know the art of salesmanship pretty well.

Experience has proven that the best results can be obtained by photographing by electric light, provided the window is properly lighted, and making a long exposure gauged according to the power of the lens and the class or color of goods to be photographed. A window with sharp, distinct contrasts, or one containing light colored goods, does not need as long an exposure as a display of dark colored goods, or one without sharp contrasts of light and shade.

A fifteen-minute exposure is enough for the average well-lighted window. A poorly lighted window, or one containing dark merchandise, will require a longer exposure—twenty to thirty minutes is not unusual. During all this time the camera is exposed people can pass to and fro in front of the camera without spoiling the photograph, provided they do not stand in one place for any length of time.

Sometimes the top of the window is lighted much more strongly than the bottom of it, so that the photographs always come dark at the bottom. This can usually be avoided by placing two or three electric lights in the bottom of the window (extensions can be run from some of the sockets in the window), and so shielding them as not to shone directly into the camera. No light should shine directly into the camera.

It is well to remember that the window must be lighted more strongly than any objects across the street, otherwise these foreign objects will be reflected unless the screen is used.

A long exosure cannot be taken if there is even the faintest wind blowing, for the slightest shaking of the camera will blur the photograph.

RAILROAD BUYING A BAROMETER.

No better indication of the prosperity of a country can be found than in the equipment buying of its railroads. When the corporations are launching out into fresh rolling stock, and are providing for increased traffic then there can be no doubt that the trade barometer is favorable. But if the buying is shut down, as was the case last year, then there is no doubt as to the conditions being unfavorable. If railroad economizing tends further to depress trade, railroad liberality has the opposite effect. Not only does it mean that money will be circulating more freely, but that others are encouraged by the action of men who are recognized as leading guides of trade prospects. The increased buying of the railroads in the States this year has had much to do with the tremendous strides in recovery that the country is now making, and in the same way although not to such a relative extent—as Canada did not slump so much—the better purchasing of our railroads helped on the progress of the Dominion.

For some time now our railroads have been buying heavily, confident in the prosperity wave that has arrived and anxious to be prepared for further improvement. The rolling stock has been greatly added to during the summer and the winter is to be no exception. The C.P.R. are making extensive preparations at their Angus shops, Montreal, to prepare for next year's traffic. They have commenced by placing an order for 15 freight engines and three passenger engines of the Pacific type. Upwards of 150 passenger cars are also to be renovated, and eight new sleepers constructed. A record winter of work is anticipated at the Angus shops, and it is evident that apart from the benefit of this money circulating we have the satisfaction of knowing that much heavier traffic is expected next year.

The Grand Trunk and Grand Trunk Pacific are also making strenuous arrangements as to equipment. During the past four months they have added to their rolling stock at the rate of about $1,000,000 a month, while orders for new engines and cars have now been given which will ensure an even greater rate of progress during the balance of the year. Locomotives and cars are continually arriving and by next year great improvements will have been made to the rolling stock. During the past week the Grand Trunk Pacific completed its line between Fort William and Winnipeg, the line being now complete from Lake Superior to Edmonton.

Nor is the Canadian Northern one whit behind. Before the end of 1909 that road will have increased its equipment by 25 locomotives, 1,950 box cars, 500 flat cars, 125 stock cars, 40 cabooses, 16 baggage and mail cars and 15 passenger cars, every one of which will have been built in Canada. The Ontario division of the road will build during this winter a line to Ottawa, giving thereby a through line between Toronto and Quebec ; and the bridging of the gap between Sudbury and Port Arthur (now under construction) will connect the eastern and western divisions, and give the Canadian Northern entrance to the larger centres of the country. West from Edmonton the same line is surveying a route that will take it to New Westminster, so that it is but a matter of months until the third transcontinental railway will connect the Atlantic seaboard with the Pacific.

There cannot be much doubt as to the confidence of the railroads in the future business conditions of the country. The most sceptical can take heart when the shrewd business men controlling these interests make preparations for a greater strain on their rolling stock, for there is this evident fact that unless the country is prosperous, traffic cannot be.

INTERESTING LEGAL DECISION.

The extent to which a merchant can recover damages from his predecessor for failure to carry out a covenant not to resume business within a specified area during a specified time is dealt with in an appeal judgment just handed down by the divisional court at Toronto.

In the suit of Townsend vs. Rumball the parties are local hardwaremen. The plaintiff (Townsend) brought action to recover $500 damages for alleged breach of contract by the defendants (Rumball et al). Townsend purchased from Rumball part of a hardware business in the village of Harrow, and Rumball covenanted in consideration of such purchase not to carry on the business of hardware and tin merchants, etc., in Harrow or within five miles thereof for ten years from the time of purchase. The sum of $500 was agreed upon as liquidated damages for a breach of this covenant.

The defence was that the $500 was not actual liquidated damages, but, on

the contrary, formed a penalty, from which they asked to be relieved. At the trial judgment was given in favor of Townsend for $500 as liquidated damages, and costs.

The divisional court allowed Rumball's appeal and cut down the amount of damages from $500 as fixed by the trial court to the nominal sum of $5 on the ground that the former amount was, as claimed by Rumball, a penalty and did not represent the actual amount of damages incurred in consequence of breach of the covenant. The costs were fixed on the county court scale. An injunction was, however, granted restraining further breaches of the agreement.

LET NOVA SCOTIA MERCHANTS BE ON THE ALERT

In some provinces of the Dominion many are wondering why they cannot get as cheap school books as may be secured in Ontario. Those who have made a study of the matter, however, possess the knowledge why Ontario readers are supplied at such low prices, and no surprise will be expressed when it is realized the vast amount of advertising the company which publishes the books receives. It simply means that the T. Eaton Co. can afford to print the school books at a figure stated by experts to be less than cost, and charge the loss to the "advertising expense" account.

And this is money well expended. For every school-book published for use in Ontario public schools bears the imprint of the T. Eaton Co. Not only that, but the publishers have the privilege—and are known to be making use of it—of enclosing advertising matter with enquiries from parties sending for school-books. This has been shown to be a fact in a previous issue of this paper. It simply means that the legislature of Ontario, unconsciously, no doubt, has been the means of placing in the hands of a large mail-order house more power to draw from every district in Ontario the wealth that should be expended among merchants of those districts.

The direct consequence is that the retail merchants in Ontario who handle a considerable portion of school-book supplies are taken an unfair advantage of. The contract has the effect of taking the sale of school books out of the hands of the general stores of Ontario, and of bringing almost every home into contact with the mail-order house. It affects every class of merchant in the province.

It is interesting to note in this connection that in Manitoba, the Government of that province has recently awarded the contract for a series of readers to a regular publishing firm, not to a mail-order house, and not at departmental store prices. No doubt the Government of that province could have secured just as favorable terms as Ontario. Previous to the time of the awarding of the contract, however, the retail merchants held meetings and passed resolutions urging the Government of Manitoba not to place the contract with a mail-order house, at the same time pointing out the unfair methods of competition and the injury to business generally, which would result should Manitoba follow the example of Ontario.

Nova Scotia is the next province to be considered. An effort is being made to secure cheap school books for that province, in view of the low prices in Ontario, and unless the retail merchants there begin early to point out to the Government the undesirable consequences of giving such a contract to a mail-order house, they will be up against the same difficulty as is now experienced by Ontario merchants.

No time should be lost in following the example of Manitoba. Let the merchants of Nova Scotia unite at once and proclaim their rights; for it is an acknowledged fact that the retail merchant is the back-bone of any community, and that once his influence decreases the standing and importance of the community does likewise.

It does not seem probable that the T. Eaton Co. would accept such a contract as it did in Ontario, if it were going to lose money. There is no other object in sight but that the contract was signed and carried out for the advertising it contained. That the successful contractors for the Ontario readers have attained their object would seem to be fairly well demonstrated by the fact, that we do not hear of their publishing or offering to publish other school books at cut rate prices. The close touch with the people and their homes is sufficiently well obtained through circulating a series of readers bearing their trade mark, without their establishment incurring any further losses through supplying cheap books for the whole of the school course.

Nova Scotia merchants are therefore advised to be on the alert. Quick and decisive steps should be taken to see that no mail-order house that will use "cheapness" as a blind to circulate its advertising literature among the homes of the province, is given the contract.

PRIZES FOR HOLIDAY ADS. AND WINDOW DISPLAYS

With a view to encouraging a greater interest in holiday advertising by special Christmas displays, Hardware and Metal again offers prizes for a Holiday Window Dressing Contest. Following last year's precedent, contestants will be divided into two classes:

For the best selling window display shown in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

Prizes for Window Displays.

In each case there will be three prizes as follows: 1st, $5 in cash; 2nd and 3rd, copies of "Hardware Window Dressing" (cloth bound, $2.50),—making in all six prizes totalling in value to $20.

To enter the contest send clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

Ad. Writing Contest.

Most hardware merchants use increased newspaper space during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries should be mailed not later than December 31.

Prizes for Best Ads.

A prize of $5 cash is offered for the best newspaper advertisement as described and another prize of $5 cash will be awarded to the merchant or clerk sending the best holiday booklet advertising holiday gifts purchasable in his hardware store. With the ad. or booklet send a description of any special selling plans or display features used during the holiday season.

Address: "The Editor," Hardware and Metal, 10 Front Street East, Toronto

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 82.

MARKETS IN BRIEF.

Montreal.

Tin—Cut of ½c.
Copper—Cut of ¼c.
Linseed Oil—Advance of 2c.
Iron Pipe—Advance in all sizes.

Toronto.

Iron and Galvanized Pipe—Up about 5 per cent.
Linseed Oil—Advanced 2c.
Pig Iron—Advanced 50c.

MONTREAL.

October 15.—Trading has been very active this week, and jobbers report every prospect of a continuance. Much more confidence is manifested by users, and what makes the position all the stronger is that the smaller interests, although buying heavier, are not putting by any stocks. Everything they order is going out at once. The larger users have not much time now before the close of navigation, and who have not provided for the winter are doing so as speedily as possible. There is every indication that prices generally will be much higher next year, and good buying now will probably mean the saving of much money later on.

Despite the good volume of trade, prices have been affected by the sagging in the primary markets. Tin has been cut ½c for ordinary jobbing lots, while copper is easier again, and quotations are now around 14c. Both these metals in the primary markets have been very disappointing. It was thought that a bullish movement was in force some days back, owing to better consumption, but the heavy stocks of copper and the record production were too much for this metal, and tin seems to have been affected in a sympathetic way. Allowances can be made for the speculative character of tin, but copper is very disappointing. There is no doubt that the heavy production is a millstone around the neck of this metal, and recovery is uncertain.

Only the great progress in iron and steel in the States has kept the markets up to the point they are at present. There was a record rate of pigiron production last month, and present indications are that the rate will be more than maintained. With this signal indication of a nation's prosperity there is always hope, of course, for a steady revival in the other metals. Spelter, owing to its galvanizing connection, is a good seller, and keeps firm in price. Lead is still weak and uncertain.

PIG IRON—There is a very good tone locally in imported pig, despite the fall in Cleveland warrants. Stiff prices are maintained, and heavy contracts are still being placed for delivery before the close of navigation, the last boat leaving the Old Country in the early days of November. Provision is now being made by holders for the filling of the warehouses for winter consumption. Canadian furnaces are full up with orders, at firm prices. The figures as to the pig iron production in the States for September caused some surprise, although it was expected that the record had been very closely touched. The month, however, showed record figures and October promises to do more than maintain the rate. The inquiry for finished steel is still very great, and the mills are getting behindhand in deliveries. The improvement is a wonderful indication of the great way in which the country has recovered itself. Cleveland warrants have fallen to 51 shillings and sixpence, and the speculative tone in the Old Country is very weak. Still conditions over there are better than these indications seem to show.

TIN—Trading has been very active. The smaller users have been buying freely, and using up every bit of metal that they purchase. The tone of the market is good, despite the weakness in figures produced by the drop in the primary markets. With a cut of ½c, we now quote jobbing lots at 32½c. Inquiries are good, and the decline may induce more buying. The sagging in the English tin market seems to be due more than anything else to sympathy with the copper situation. So long as consumption is on the quiet side in both metals so long will the one influence the other.

COPPER—With the sagging in the primary markets, copper has been again shaded ¼c, and we now quote jobbing prices around 14c. Trade has been very good, and despite the sagging in prices the market has a firm tone. Copper is proving very disappointing in the primary markets, and a much stronger consumption is being kept back by the weakness of the markets. The statistics for September make very poor showing. The rate of production was maintained, with an increase of over 16 million pounds in domestic stock. This, combined with the gain in European stocks, makes the known holdings of the metal over 343 million pounds. When it is considered that any stiff improvement in copper will bring this metal to the market it can be seen that the consumption will have to be pretty strong to cope with it. There is no doubt that production should be restricted.

SPELTER—There is no change in spelter. The local trade is very good, and the price of $5.75 is well maintained. The English market remains firm under the control of the syndicate, and the strong demand from galvanizers. St. Louis remains firm.

LEAD—Imported lead is unchanged at $3.60, with Trail at $3.50. The demand is better than it was, and good orders have gone through during the week. The English market is not so strong again.

SCRAP—The scrap market is unchanged, with buying about the same strength as last week. We quote: Heavy copper and wire, lb. 11c; heavy red brass, 10c; light brass. 6¼c; tea lead, 2¼c; heavy lead, 2½c; scrap zinc, 3c; No. 1 wrought iron, $11; machinery cast scrap, $14; malleable, $12; miscellaneous steel, $6.

TORONTO.

October 15.—The whole metal market shows a distinct advance over last week. Pig iron keeps advancing, a conservative estimate noting a higher price by about 50 cents per ton over last issue. The other metals are unchanged in price, but they are both active and firm. The proposed steel plant at Vancouver is to be much larger than at first estimated, and may represent an outlay of nearly $3,000,000. There is a probability of this new concern entering a second steel trust, connected as it is with the Irondale, Wash., plant. The promoters expect to trade not only in the industrial centres of the west, but to push for business in the Orient, Australia and the west coast of South America. In the west alone (both Canada and the western States) it is said some $18,000,000 was paid out last year in freight on eastern iron and steel, the rate being about $18 a ton. This will be a big advantage to the new western steel trust.

PIG IRON—Sales continue excellent. The demand is simply enormous compared with a year ago. Production, too, is making new records both in Canada and across the border. In the U.S. all previous records in pig iron production have been broken and the output is still increasing, the rate now being about 30,000,000 tons a year. Port Arthur iron is finding ready sale in the east, many Ontario foundries having taken fair quantities since the beginning of the month. The Dominion Iron and Steel plant is too busy making rails that they have no pig iron for sale; and large buyers are almost begging iron of the Hamilton furnace. Midland, too, reports very big business. With it all pig iron in Canada shows some advanced prices. Roughly these are about 50 cents higher than last week, and nearly a total of $4 a ton higher than six weeks ago, with the end said to be not yet. Prices for to-day f.o.b. Toronto are Midland, $22; Clarence, $21; and Summerlee, $23; other irons in about the same ratio.

COPPER—Values are steady. Stocks are still large. Business is active with prices unchanged and a non-interference of speculation. Lake ingots are at 14c and casting ingots at 14½c. The feeling in regard to copper is better than it was last week.

LEAD—Trading is good, with prices steady and unchanged from last week. Imported is $3.65 and domestic is $3.55. The outlook is hopeful.

TIN—There is rather more inquiry for tin this week, and this has tended to firm up the market. Locally, the quotation is at 32½c and the situation is fairly strong although reported easier outside.

SPELTER—Excellent demand exists for this metal and the markets here and in the U.S. are strong. The quotation is still at $5.75 and is firm at that figure. London reports a higher price.

SHEETS AND PLATES—An enormous business has been done of late in sheets and plates, and the good trading continues. Orders for supplies for the balance of the year and for the early weeks of 1910 call for a very large volume of these two lines. Prices are unchanged, but very firm, Some advances have been made across the border, and while they do not immediately concern this country's trade, they have a tendency to strengthen the situation.

OLD MATERIALS—Scrap iron and steel are back to the high water mark, and demand for these two old lines is very great both in western Ontario and in the U.S. The other old materials show strength, but not to the same extent as iron and steel. Prices paid by dealers are as follows: Heavy copper wire, 11¼c; copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

October 15.—Trade is extremely brisk. The Northwest has all along been improving, but the east has not shown such a relative good improvement. Trade has picked up splendidly, however, in this latter direction, and jobbers generally are more than satisfied with the aggregate volume of business. The shipping departments are exceedingly busy as orders are of a very general character, and are wanted at once—an indication both of developing consumption, and of light stocks.

Delivery is getting harder to obtain in some lines, notably locks and files, and before the year is out it would seem that many other lines will be showing shortage. With the firming of prices all the way round, it behooves merchants to look after their future requirements carefully, for the men who purchase wisely these coming days will reap a great benefit.

No changes are announced locally with the exception of an advance in iron pipe, due to the stiffness in raw material and the strong demand. No change has been made in bolts, although the indications are that an advance is likely at any moment. The markets are firm all the way round, and the tone is exceedingly bright.

Orders, now, are of a sorting up character except in some lines of lumbermen's supplies. Guns and ammunition continue to move well, likewise hockey sticks, pucks, skates, snowshoes and toboggans. Nails are in very strong demand, and it will not be surprising if the market sees some changes. Kitchen utensils are in strong demand, especially articles for cleaning such as carpet sweepers, brushes, brooms, mops, and window cleaners. The demand for stoves and ranges has improved although the weather is still very warm. Good sorting orders have been received for lamps, burners, cow ties and stable outfits.

BUILDERS' HARDWARE—The advance last week seems to have checked the demand slightly, but it will be only for a short time as stocks in dealers' hands are very light. With delivery behind hand in many lines, jobbers find it very difficult to make up promptly the general orders coming in. The market is very stiff, and we quote: Lock sets (inside) $4 per doz. and up, lock sets (outside) $13.20 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per dozen, sash cords, 30c.

FALLS LINES—Sorting orders are of a much heavier character especially from the east. The demand seems to have received a strong stimulation and merchants are wanting the stuff at once. Weather strip, ice shovels, sleigh bells, sleigh heaters, burners, lanterns, cow ties, are prominent. There is a strong movement in household utensils, especially carpet sweepers, scrubbing brushes, washing machines, wringers, and other cleaning goods. Enamelware is still in strong demand in the Northwest, where the stocks must have been very low. Tinware is also in strong request.

CUTLERY AND SILVERWARE—With the approach of the Christmas season, cutlery silverware, and plated ware are commencing to move in a very active way. Trade seems to have opened earlier than is usually the case, and merchants are evidently determined to make a good showing. Carvers in cases, table cutlery, table spoons, berry spoons, pickle frames, table kettles, are commencing to move. There is also a growing demand for safety and other razors, manicure sets, etc.

SPORTING GOODS—Guns and ammunition are still prominent movers. Hockey sticks are in strong demand, as well as pucks, skates, straps, and snowshoes. Winter lines have opened out very well, and supply houses are satisfied with the prospects. Gymnastic lines are in fair demand, and there has been a stimulation in revolvers for indoor shooting.

MINERS' SUPPLIES—The market is firm, with a steady demand, especially in picks and blasting powder. With much railway construction work going on good sorting orders are coming in for hammers, picks and concrete mixers. We quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The market is very firm in tone, but no change has yet been announced. Orders are showing gratifying strength. Nails continue to be in very strong demand, and under these conditions the market should firm up. We quote: Discounts on carriage bolts, ⅜ and smaller, 70;, machine bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Like bolts, nuts and nails, there is a strong demand for screws, and the market is very firm. We quote: 85 and 10 off for flat and round head bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES — A strong improvement is shown in lumbermen's supplies, some heavy orders being dispatched during the week. Camp supplies are also showing stimulation. The market is firm and unchanged. We quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades 43c per foot and up; axe wedges, 25c a doz. and up.

SHOVELS—The demand is steady, not only locally, but from outside points. The market is firm, and we quote: First and second grades of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

STOVES AND RANGES—Despite the continuance of the warm weather an improvement is noticed in stoves and ranges. The market is firm, and with the advance in raw material prices are stiff. Oil heaters and cookers are in equally good call. Coal hods, pokers, ash sifters, etc., are also good sellers.

WIRE—There is a fair movement in wire, especially plain lines. No further price changes are announced, and we quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2 30; straight and mixed car lots. and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.30 base.

IRON PIPE—The advance in raw material and the heavy demand have resulted in iron pipe being raised. This has been expected for some time. Discounts now are, ¼-in. black, 63; galvanized, 48; ⅜ black, 59; galvanized, 44; ½ black, 69; galvanized, 59; ¾-in. to 4-in. black, 71½; galvanized, 61½.

TORONTO.

October 15.—Good business is continuing in the hardware trade, and the general tone of the market is firm. While orders are moderate and scattered compared with the past several weeks, current sales represent a much broader demand than at this time a year ago. Pipe

is the only line showing a change this week; that line increasing quotations by about 5 per cent. There is a likelihood that screws will go up next week, owing to the increased price of raw material. Rods have gone up in price across the border this week, but no change has yet occurred here. Quotations of bright wire goods have also gone up in the United States, following the general line of advances in all manufactured metal goods.

The present demand is for seasonable goods—rifles and ammunition among sporting goods; platedware, especially spoons and forks, for the house; fence wire; builders' hardware and tools; nails; lamps, chimneys, stoves and heating lines. There is certainly stimulation in the hardware trade this year.

BUILDERS' HARDWARE—There is a pressing demand locally for this line of hardware, the sales running particularly to door sets for new houses getting their finishing touches. The grade of goods called for is higher than has generally been the case in late years. The advance in locks, knobs, keys, etc., has acted as a stimulant to better buying. Window fasteners, sash weights and sash cord have sold well this week, as also have butts and door hinges.

TOOLS—Keeping pace with builders' hardware is the demand for builders' tools. The crying need for carpenters in Toronto and some of the other larger centres of the province, as well as plasterers, bricklayers, tilers and metal men, has brought about an unusually strong call for almost every article used by builders. The individual sales run rather to separate articles than to sets, no doubt because of the near approach of winter. All prices are firm at last week's advances.

FALL LINES—Farmers are yet buying pretty extensively judging by the shipments going to country hardwaremen. The advance in harvest tools has made possible some more active buying in that line, though of late the line was somewhat lagging. Stable goods and fittings keep up in steady demand, and wire fencing is fair. Building and roofing papers of various makes are very good sellers just now, both in country and city, the paper being used quite extensively for repairing, as well as on new houses. Staple shelf goods are steadily active. All lines are unchanged in price, and the market is firm.

SCREWS—The prices which have been ruling for some weeks now are very firm this week on a rumor that prices may be advanced in a few days, probably next week. The increased price of raw material is given as a foundation of the rumored price change, though no person interviewed would say one word either way as to the accuracy of the report. As yet the discounts on flat head wood screws are: Bright and steel, 85 and 10; brass, 75 and 10; bronze, 70 and 10. Round heads are: Bright and steel, 80 and 10; brass, 70 and 10; bronze, 65 and 10.

HEAVY GOODS—Pipe prices have gone up this week, the increase amounting to (roughly) 5 per cent. on most lines. 1-in. black is $4.70 per hundred feet, instead of $4.54, and 4-in. size is $30.78, instead of $29.70. Galvanized pipe, too, shows an equal advance, 1-in. is now $6.35, whereas it was $6.19, and 4-in. is $41.58, instead of $40.50. The smaller sizes of pipe have been scarce all over the country for several months past and the advance on these sizes was expected. Rods have gone up $2.50 a ton in the United States, making a total advance of $4.50 within the past three months. The advance has not yet affected Toronto prices, but the situation is very strong. Nails are in big demand, but that is only a repetition of the condition of this commodity all summer. Blacksmiths' tools and forges are inquired for frequently.

HOUSEHOLD GOODS— Sales continue good. There have been some splendid orders placed for platedware this week, especially for spoons and forks. Cutlery is showing improvement, and a few of the larger hardwaremen in the city are showing cut glass and brass goods as suggestions for Christmas. Enamelware and tinware are still sought after. Kitchenware has the call at present.

SPORTING GOODS—Loaded cartridges and shells, together with rifles, are the leading sporting lines this week. There have been sporting camping outfits sold, too, but these have gone out in limited numbers to parties preparing for the shooting season. Football goods are the next best line, but demand is rather weak.

HARDWARE TRADE GOSSIP

Ontario.

C. Frank Ready, Toronto, has taken a position in the hardware store of R. Hawkins, Smith's Falls.

W. Gordon, of the Steel Trough and Machine Co., Tweed, Ont., was in Toronto this week on business.

The tender of the Barnes Hardware Co., at $2,222, was accepted for installing the plumbing and heating in the Port Arthur car barns.

J. Walton Peart, St. Mary's, who recently went south for his health, writes from Louisville, Kentucky, that he is getting on famously and will return home in about two weeks' time.

The brick work of the new Geo. Taylor Hardware Co.'s store at Cobalt, is rapidly nearing completion, and the contractors hope to have the building completed and ready for occupancy by the end of October.

Lyle Mills, of Waterford, has assumed the management of McMurtry's hardware store at St. Thomas. Before leaving Waterford a number of the young men of the town presented Mr. Mills with a traveling case.

Peleg Howland, president of H. S. Howland & Sons, Toronto, states that the two great things which impressed him most on his recent western trip were the splendid harvest being garnered in the Prairie Provinces, betokening another year of prosperity for the people in the west, and the remarkable growth of Vancouver, which has doubled in population since Mr. Howland's last visit there four years ago.

A. W. Humphries & Son, Parkhill, have on hand contracts for installing the plumbing in the new post office there, the residence of Rev. Father Foster, at Mt. Carmel, and the residence of S. E. Couzens, Parkhill. Their workmen are this week putting the galvanized iron cornice work and roof on the new Government buildings in that town.

H. J. Morden, Colborne, secured the following heating contracts last week: A No. 30 Kelsey generator for the Hotel Alexandra, Wellington; a No. 16 for A. D. Campbell, Wellington; a No. 30 for the Hotel Bowman, Bowmanville; a No. 16 for J. S. Cornelius, Cobourg, and a No. 30 for the High School, Beaverton. He recently sold two—one No. 30 and one No. 24—for Warkworth school, a seven-room building. The school contracts also include ventilating systems.

Quebec.

J. C. Paquette, hardwareman, Sherbrooke, Que., has assigned.

A. P. Gosselin, St. Alexandre, Que., has been on a visit to Montreal.

N. Curry, of the Rhodes-Curry Co., Amherst, has been on a visit to Montreal.

It is announced that the Pennsylvania Steel Co., Pa., are to tender for work in connection with the Quebec bridge.

W. J. Hall, manufacturers' agent, of Montreal, is on a trip to the Maritime Provinces.

D. Roskam, of the Ever Ready Safety Razor Co., Montreal, is on a business trip to the Pacific.

The Mount Royal Color & Varnish Co., Montreal, are erecting a factory on Dorchester Street East.

Thierry Mallet, general manager of Revillion Freres, Montreal, has returned from an inspection tour in Hudson's Bay.

A. M. Bell, a former president of the Maritime Board of Trade, was a caller at the Montreal office of Hardware and Metal.

W. T. Hood, accountant for the Record Foundry Co., Montreal, is setting up in business for himself, as accountant and auditor.

F. S. Lefebvre, representing the Gillette Safety Razor Co., left this week on his Christmas trip through the Eastern Townships.

A. D. Williamson, of Vickers, Sons & Maxim, London and Sheffield, is on a trip to Canada and the United States. He stopped some time in Montreal taking in the sights.

John M. Taylor, of Taylor, Forbes Co., called upon the Montreal hardware trade on his return from the hardware dinner at Quebec.

L. P. Beaulne, Hawkesbury, Ont.; J. James, of James & Reid, Perth; A. Herman, of Herman & Dover, Chalk River, called upon the Montreal hardware trade.

C. D. Ten Eyck, of the American Fork & Hoe Co., and the Maple Leaf Harvest Tool Co., stopped in Montreal on his way back from the hardware dinner in Quebec.

Albert Spalding, of A. G. Spalding & Bros., whose Canadian headquarters are located in Montreal, is being boomed as Senator in the place of Senator Flint, Los Angeles, Cal.

Douglas G. White, of the firm of Geo. A. White & Son, Trenton, Ont., is in the Royal Victoria Hospital, Montreal, undergoing an operation for a dislocated cartilage of the knee joint. This was the result of what was considered a minor accident received some 13 months ago.

J. H. Alexander, of Wood, Vallance & Co., Hamilton; T. C. Dexter, H. S. Howland, Sons & Co., Toronto; H. P. Hubbard, E. C. Atkins & Co., Hamilton, and A. F. Hatch, Canada Steel Goods Co., Hamilton, paid a visit to the Canada Paint Co., Montreal, on their way to the hardware dinner at Quebec.

Norman McGillis is now representing Frothingham & Workman, Montreal, in Ontario, east of Napanee, taking the ground formerly covered by W. Craig, who is no longer with the company. Mr. McGillis has had long experience in the hardware trade, and knows the Ontario ground as he formerly covered it for Frothingham & Workman.

Robert Munro, of the Canada Paint Co., Montreal, has been giving evidence before the Canadian-West Indian Trade Relations Commission at Montreal, as to the possibilities of bettering the trade relations between this country and the islands. Mr. Munro said his firm was too busy at home at present to attempt to work up West Indian Trade.

The Thos. Robertson Hockey Club, Montreal, held its annual meeting last week. The team will be practically the same as won the championship of the Commercial league last season. J. R. Wilson was elected hon. president, J. M. Robertson and S. R. Brewer, hon. vice-presidents, J. W. Buckle, president; John Wilson, vice-president; T. Robertson, treasurer, and John Johnson, captain.

Western Canada.

L. Gully & Co., hardwareman and furniture dealers, at Vegreville, Alta, have assigned.

Smart & Cornell, hardwaremen, at Edmonton, are succeeded by G. A. Smart & Co.

J. E. Riley's hardware store at Winnipeg was damaged by fire last week. The premises and stock were insured.

The Moose Jaw Stove Co. is a new concern, which will make a straw-burning stove. A plant will be built at Moose Jaw.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

The Shear Gazette.—J. Wiss & Sons Co,. Newark, N.J., issue the "Shear Gazette," gotten out in four-page form, newspaper size and style. In the top corners appears "All the Shear News That's Fit to Print" and "Business Forecast—Fine Fall Trade." The heading of the first column is "It's Shear Nonsense" and then follows a brief talk about the "Wiss" Shears. The next heading is "Seen in the Window" and is devoted to the window displays of dealers, their importance and what the company furnish the dealer to make up such display. Views of the things the concern furnishes for window displays are given, also illustrations of outfits of scissors and shears, razor display cases, also a large number of electros for newspaper advertising, which are furnished free.

"Three-Flue" Base Burner.—The McClary Mfg. Co., London, have issued to the stove trade and stove buying public in booklet form a "Treatise on the 'three-flue' famous base burner," their 1909 model heater. The stove derives its name from its three exposed flues, which are the basis of its heating success. The claims of this heater are that these flues radiate six times the heat of the ordinary base burner, and the drafts are such that the fire can be regulated scientifically. The front mica door has two catches, insuring against the escape of gas. All the nickeled parts are impervious to dampness and moisture and are removeable, as also is the fire pot. The "Three-Flue" is one of the "400 Famous Series."

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Wooden Weather Strip.—A. Latham, Moose Jaw, Sask., asks for a practical wooden weather strip for doors.

Most Canadian jobbers sell the wood and felt strip made by G. W. Bosley & Co., Chicago, it having the largest sale on this market. There are also several metal weather strips, made particularly for doors, the cost of which is greater than the wooden type.—Editor.

Family Grist Mills.—I. L. Cooke, Coboconk, Ont., asks where he can buy a family grist mill to turn by hand.

There is nothing of this kind on the market. J. Fleury & Son, Aurora, Ont., make a small power burr mill for grinding meal. The poorer people in the Southern States use small hand coffee mills for grinding corn and grain, for grinding meal and manage to secure a

Winnipeg Heaters.—W. A. Matthews, Cannington, Ont., asks where he can procure the "Winnipeg heater."

The agents for this heater in Canada are the Nineteen Hundred Washer Co., 357 Yonge Street, Toronto.—Editor.

Mantels and Grates.—J. Rumball, Niagara Falls South, asks for the names of firms handling wood mantels and grates.

Barten Netting Co., Windsor; Canada Plate Glass and Mantels, Toronto; Rice Lewis & Sons, Toronto.—Editor.

Cider Presses.—Dakin Bros.,, Digby, N.S., want the names of manufacturers of cider-making machinery.

The London Foundry Co., London.—Editor.

ROWE SANITARY LAVATORIES.

The Steel Trough and Machine Co. Tweed, Ont., have secured the exclusive right to sell and manufacture in Canada, the Rowe Sanitary Lavatory, a running water lavatory, which does not require plumbing connections. The device is novel and ought to be sold in large numbers by hardwaremen to summer cottagers, country hotels colleges and village and farm houses, retailing at $18 complete. It consists of a



A Lavatory Without Plumbing.

pedestal lavatory of galvanized iron, enameled inside and out, the basin of which rests on a hollow stand having a capacity of five gallons of water. The supply of water is carried in a galvanized iron tank hung on the wall, the front of the quartered oak frame being fitted with a plate glass mirror. By turning a tap, therefore, water runs into the basin and by pulling a plug the basin empties into the pedestal, which can be emptied daily if needed. The lavatory is fitted with nickel-plated towel racks, soap and tumbler holder, pipe and faucet, and is so simple that by inserting half a dozen screws, the lavatory can be placed into position or changed to another part of the room. It is a washstand, bowl, pitcher, slop jar and mirror all in one, and has had enormous sale in the United States. Illustrated pamphlets will be sent on request.

Trade Gossip from Canada's Eastern Provinces

St. John to Get Big Cement Industry — Nova Scotia Retail Merchants' Association Organized—One of the Chief Objects to be the Establishment of the Cash System.

ST. JOHN.

October 13.—At a special meeting of the city council held last week it was decided to accept the offer made by David Craig, of Boston, for a lease of certain city lots at Greenhead, on the St. John river, for the erection of a plant for the manufacture of concrete houses and other goods. Mr. Craig will pay $850 a year rental, and his lease will run for 14 years.

Mr. Craig stated that he did not intend to manufacture cement alone. His industry will turn out concrete houses, of which only one-eighth part is cement. At the outset he will buy the cement required, but intends eventually to make enough, at least, for his own use. The conrete houses, Mr. Craig says, are manufactured in parts and shipped to the purchaser, who can have them put together without skilled labor.

The Craig manhole cover is another invention that will be manufactured. This cover obviates all leakage of surface water through manholes. The Craig pressure seal, or convoluted joint, is the principle of their construction. This type of manhole is at present used in Boston. The Craig pressure seal or convoluted joint is also used in the construction of dry docks.

Another patent to be manufactured is a steel tire for automobiles, to take the place of the rubber tires now in use. These steel tires, by means of springs, have the resiliency of rubber, are easily attached, last longer and sell at about half the cost of rubber tires. Among other inventions that will be turned out are several sanitary improvements, and a number of improved appliances for engines and boilers.

Mr. Craig has been connected with the plumbing trade for many years. He is a native of St. John, having been born here in 1864. At the present time he is president of the Master Plumbers' Association of Boston, and chairman of the legislative committee of that association. In 1905 he was president of the National Association of Master Plumbers of the United States, and is now chairman of the sanitary committee of the association. He has been one of the civil service examiners of Massachusetts for plumbing inspectors since 1898, and is a member of the State Association of Boards of Health, and a member of the Massachusetts Charitable Mechanic Association. He is also a member of the board of directors of the Boston North End plumbing school, and lecturer for the school on the theory of plumbing, since 1898.

The Nepisiquit Lumber Co., composed of some of the wealthiest lumbermen of the United States, closed a deal last week, whereby they take over the control of the extensive properties of the Adams, Burns Co., of Bathurst. The purchase includes all the lumber, crown lands and milling properties, as well as the wharves and stores at Bathurst village. The price paid is said to have been several hundred thousand dollars. A large and modern lumber mill is to be erected in place of the present buildings and it is also possible that a pulp mill may be established.

A joint committee, appointed by the city and county councils, has been appointed to report on a project for erecting a new building for the city, county, local government and court offices.

Clarence B. Allan, the Water Street hardware merchant, who, with his wife, has been on an extended trip to the Pacific coast, returned home last week.

Horatio N. Coates, of the wholesale hardware firm of S. Hayward Company, of this city, was married last week to Miss Iva M. Roach. The staff of the S. Hayward Co. presented them with a handsome quartered-oak china cabinet.

J. H. Plummer, head of the Dominion Iron & Steel Co., passed through St. John last week, en route to Sydney. In an interview, Mr. Plummer stated that he did not think there was any likelihood of a merger of steel interests. He stated that new coke ovens were being built at Sydney at a cost of a quarter of a million dollars.

The St. John Hardware Merchants' Association met on Monday evening, October 4, for the first time since the holiday season. The last previous meeting was in May. From now on, during the winter months, the association will meet each month on the first Monday evening.

The president, John A. McAvity, was in the chair at the last meeting, with W. S. Clark secretary. Routine matters were discussed and arrangements made for an early meeting of the price committee to consider any changes that might be deemed advisable.

Business during the summer is generally reported to have been very satisfactory. W. S. H.

HALIFAX.

Oct. 8.—Representative business men from all over the province met here last week, and formed what is to be known as the Retail Merchants' Association, of Nova Scotia. The store-keepers present represented nearly all lines of business, and there were about fifty in attendance. The objects of the new organization are to improve the conditions of the retail merchants throughout the province, particularly in the matter of purchasing goods direct from the manufactures when possible, and also to reduce the transportation charges. Perhaps the most important aim of the association is to inaugurate the cash system for the retail merchants of Nova Scotia. The objects of the association as set forth by the special committee and adopted, were as follows:—

First. To deal with weights and measures of goods, as we are lead to believe that there is a great amount of injustice done to the retailers and consumers in this way, and it shall be the duty of all member of the said asociation to report to the secretary any cases of shortage, with the names of the parties responsible.

Second. To enquire into telephone rates, which we find exorbitant in some districts; we consider this a matter in which we may have to ask special legislation.

Third. To enquire into the matter of parcel post business, as it affects retail trade.

Fourth. To ask the Government to hold the manufacturer responsible for the adulteration of goods instead of the retailer.

Fifth. To ask the Government to make a uniform rate of bank discount not exceeding six per cent., in view of the fact the interest paid is only three per cent.

Sixth. To advocate the consolidation of the transportation companies in order to reduce the freight rates.

Seventh. To prevent the retailing of goods by wholesale houses; all such cases to be reported to the secretary.

Eighth. To reduce the cost of purchasing goods by limiting the expensive travelling salesman system.

Ninth. To encourage the purchase of everything made in the Dominion from the manufacturer direct.

Tenth. To establish a universal cash system in selling goods.

Among questions, the discussion of which was recommended by the chairman in a practical opening address, were the following:—

Wholesalers selling goods to consumers at wholesale prices.

Buying goods ahead the cause of 75 per cent. of the failures.

Must buy goods direct.

Refuse to buy from jobbers maintaining combine prices.

Weights and measures.

Telephone rates.

Parcel post.

The day of special lines passing.

The middleman must go.

Tariff commission.

Adulterated goods.

Bank discounts.

Railways rates.

Nearly one hundred letters from merchants in sympathy with the movement, but who were unable to be present, were read, and they signified their intention of becoming members of the association. Officers were elected and meetings will be held at central points on the call of the president, C. H. Clements, of Port Medway.

Interesting Trade Items Gathered in Ontario

Brantford Merchants Locating in New Stores—Thieves Enter Kingston Store—New Retail Store at Cobalt—Peterboro Firm to Enter Wholesale Field.

OTTAWA.

An interesting test of a newly invented explosive was made at the quarries of the Portland Cement Company, near Hull, on Saturday afternoon. This is the invention of H. G. Nicoll and Jos. Matchett, of New York City, and the trial on Saturday was the first public test held. It is known as the "Twentieth Century Non-Freezing Explosive" and it is claimed that from the standpoint of an explosive it is equally as good as dynamite; but that it far excels the latter in that it can be handled with safety by anyone and under any weather conditions. It was to demonstrate this assertion that the tests were held. In all there were twenty-four discharges. The first series of four were to show that the new invention will explode under water; the second to show that it will work equally as well as dynamite; and the third to prove that even in a frozen condition it will explode. Those who witnessed the tests were much interested, as these were considered quite successful.

KINGSTON.

October 12.—Thieves secured an entrance to the hardware store of S. J. Horsey, and made off with some of the cutlery. The cutlery cases were the first attacked and nothing but the best of razors, penknives, knives and forks, scissors, spoons, etc., were taken. The cash drawer was also ransacked, but only a few coppers and stamps were secured.

The fire and light committee opened tenders for rubber goods, for the members of the fire departmen'. The Gutta Percha Rubber Company, of Toronto, put in the lowest tender, and it was accepted, as follows: Seven pairs of rubber boots, $38.50; five rubber coats, $30; one pair of rubber gloves, $3; four caps, $2; total, $73.50. Several local dealers tendered, but their tenders were considerably higher than the one accepted.

McKelvey & Birch, are making a special display advertisement this week in the local papers, booming the mittens they have for polishing stoves, shoes and furniture. "They are good ones, and sell at 10c," reads the ad.

E. G. B.

PETERBORO.

October 13.—The Peterboro Hardware Co. have a window advertisement that has drawn the attention of hundreds since it was put in on Saturday night last. It is a live raccoon caught near Rice Lake and being a natural curiosity to city people it proved a great drawing card especially to the Saturday night crowds who thronged in front of the window three and four deep. There is a pole with a perch on top and as Mr. Coon frequently climed to this lofty resting place, the bystanders were amused and instructed by the animal's agility.

It has been learned that the Peterboro Co. propose erecting a warehouse on George St. near the C.P.R. station which will enable them to carry on a wholesale business which it has been stated they intend to do. It will be on the lot adjoining that of the Kinnear warehouse and will be quite a large building. Plans have been prepared for a C.P.R. siding into the property and while a representative of the company would not state definitely their intentions it is practically assured that the work will be carried out.

H. T.

BRANTFORD.

October, 4.—John Bishop & Son are pushing their fall paint trade, their west window this week containing matter calculated to cause the average householder to consider its merits. Local dealers report that the paint trade has been very brisk, not only during the summer months, but also throughout the fall, and reports indicate that this year's sales will far exceed previous season's.

Leonard Bishop, of Bishop & Son, has left to take up a course in the Toronto Royal School of Cavalry, to qualify for a lieutenancy in the newly organized 25th Brant County Dragoons.

Local military men state that a new armory for the 25th Brant County Dragoons will be erected on the old Buck Stove Works property next spring.

The Bank of Hamilton will erect a new bank building at Paris.

Turnbull & Cutcliffe are pushing their stove trade at present, running a half-page ad. in the local papers. They announce a sale of stoves for Friday and Saturday, when they will give a discount of 20 p.c. off for cash sales, and 10 p.c. on credit sales.

The Cockshutt Plow Company will build another extension of 50x100 feet to the iron storage department, while other additions are planned.

Reference was made at the city council meeting on Monday evening to an item in last week's Hardware and Metal re the need of better fire protection for Brantford factories, saying that such an article knocked the town. Fire Chief Lewis, however, recently said that the present six inch main on Elgin Street would be useless in the event of a big outbreak, as if two hydrants were used there would not be sufficient water to carry the stream. It is probable that the matter will be taken up by the council.

October 10.—Brantford hardwaremen have not gone in for advertising displays at the fall fairs in the surrounding district this year, but one showing at Burford, which was the big fair of the district. They state that the results were not commensurate with the time, labor and money expended.

J. F. Schultz, for some years manager of Schultz Bros., contractors and builders, of this city, will in the future take up his residence in Toronto.

C. J. Mitchell, sporting goods dealer, has taken up his new quarters in the recently erected three-storey building in Darling street.

Plans have been prepared for a new Y.M.C.A. building on Darling street, to cost approximately $50,000.

The brickwork on the new Union Realty Co.'s building on Dalhousie street is now progressing favorably, and Watt & Squire, local hardware dealers, are expecting to remove into their new quarters some time before Christmas.

With Thanksgiving only two weeks off, local hardware men are preparing special windows for the occasion. Watt & Squire, as usual, propose to have some novelty in their west window.

Telephone City Stoves are announcing a special sale of stoves for next week, parlor stoves especially being reduced.

The local school board is considering the question of increased accommodation, as every school is much over-crowded. It is thought that one or two schools will have to be erected early next year to cope with the difficulty.

A. W.

COBALT.

October 13.—H. J. Marshall, for nine years with the Ecclestone Hardware Co., Bracebridge, and J. F. Gilmour, also of Bracebridge, though not previously connected with the hardware trade, will open a hardware store at Cobalt on October 20, trading under the name of Gilmour & Marshall.

Both Mr. Gilmour and Mr. Marshall were in Toronto this week placing their opening orders for hardware and paints. Arch. McGregor, of Lewis Bros., secured the order for hardware.

TORONTO.

October 13.—The assets of the Queen City Plate Glass and Mirror Co., Toronto, which recently went into liquidation, have been bought by Albert I. Forster, accountant of that company, and a charter has just been granted by the Ontario government authorizing the formation of a new company under the title of the Queen City Glass Co. The capital of this new concern is placed at $40,000, and besides Mr. Forster, the provincial directors include Edward Chas. Bee, manager of the old company and Wm. Thos. Sparrow, foreman in the works.

The new company will carry on business along the lines of the old company, dealing in glass and glassware of all kinds, with practically the same officers.

J. O. H.

Godden & Bray, hardwaremen, 2185 Queen Street East, are succeeded in business by Bray Bros.

David Thomson, hardwareman and tinsmith, Toronto, has retired from business.

Hodson & Payne, 584 Bloor Street West, Toronto, have dissolved partnership, and the business will be continued by O. M. Hodson, under his own name. The store is one of the best fitted up in the residential section of the city, and Mr. Hodson reports trade as having been splendid from the commencement two months ago.

OWEN SOUND.

Oct. 12.—The Western Foundry Co., Wingham, have purchased the wagon and horse of J. W. Van Norman, who was recently fined for peddling stoves without a license, although Van Norman is still acting as a manager for the company. They say they will carry on the peddling business without a license as they are manufacturers. The fine amounted to $20 for each wagon.

The Town of Owen Sound are erecting a new chimney for the electric light plant. The new chimney when erected will be 120 feet high. The present one in use is only 70 feet in height. The contract was awarded to C. A. Lethbridge.

At a meeting of the street naming committe last night it was decided to recommend the awarding of the contract for street signs to Creeper & Griffin, hardware merchants, and for house numbers, to Thos. R. Weir, of Stratford. These recommendations will probably be adopted at the next council meeting. No contract has been placed yet. The number of street signs required will be 900, and 10,000 numbers will be required.

Owen Sound stands unique amongst Canadian towns in that it is probably the first town to totally discard all the street names, which have marked its thoroughfares since its incorporation, nearly 60 years ago, and adopt numbers. All the streets running north and south under this by-law become avenues, and number east and west from the River Sydenham, which divides the town. The streets running east and west are numbered consecutively from the southerly limit of the town and where divided by the river and harbor are designated east and west. The house numbering will be by the block system. The adoption of the postoffice department of postal delivery in Owen Sound made it necessary to place street names and house numbers. This would involve the changing of over fifty names to avoid in some places two or three streets with the same name. As all the streets run at right angles, the adoption of the numbering system in Owen Sound is a comparatively easy one to make. G.T.C.

CHATHAM.

Oct. 11—"This is the biggest gas range and heater season we ever had," remarked Ed. Wanless, of the J. C. Wanless hardware store this afternoon. "Gas stoves and ranges are moving out very rapidly." He added that people were getting wise to the fact that it is cheaper to buy a gas heater than to use gas appliances fitted into a base burner. The fuel saving in using a gas heater he estimated at from 25 to 35 per cent.

Only a few firms here are paying much attention to electrical work, the "independents" being handicapped to a certain extent by the fact that the Chatham Gas & Electric Light Co., which supplies the current, has on several occasions advertised wiring and fixtures at actual cost, for the purpose of securing new customers for electric light. Nevertheless, Jas. L. Watt & Sons, plumbers, have enjoyed a large and growing business along this line in the city, and have done considerable work in adjoining towns.

The city council has at last taken steps toward the inauguration of a plumbing inspection system. A by-law is to be introduced providing for inspection. The proposed inspector is David Holmes, the present Sanitary Officer, a small addition being made to his present salary to cover the new work. In some quarters the opinion is expressed that a practical plumber should have been appointed, though the feeling is that the city is hardly in a financial position to secure such a man for the work.

Ridgetown has been invaded by gas stove agents, in anticipation of the expected arival of natural gas next month. They are doing a brisk business. Local gasfitters are also very busy.

James Samson, who has been clerking in the Samson hardware store at Blenheim during the summer, has left to take up the study of medicine at Ann Arbor, Mich.

Frank Rogers, of Detroit, has been doing some plumbing work for J. W. Fleming & Son, Blenheim.

W. E. P.

News From the Prairie and British Columbia

Vancouver Merchant Sells 42 Ranges as a Result of a Demonstration—Rich Mineral Discovery on British Columbia Coast—Big Building Record Being Made at Victoria.

VANCOUVER.

October 9.—General business in hardware is very satisfactory. The fall season, as far as weather is concerned, has been better this year, following the intermittent summer, and building and other operations are continued longer than usual, being practically uninterupted so far by rain. The result is that trade has kept fine. The district tributary to Vancouver is growing so rapidly anyway that the seasons do not bring such a big difference as some years ago.

The value of the permits for the week reached $108,712, a total of 37 having been issued. Only one ran into five figures, one for $21,000 for a brick building on Davie street for Mrs. M. Hood.

Morgan & Elkins, who kept a plumbing shop on Gore avenue, have dissolved partnership, the business now being carried on by Mr. Morgan.

The Vancouver Engineering Works has installed a new complete plant for the production of steel castings, having adopted the surface blown bessemer process for making the steel. It has the advantage over the open hearth process of giving sounder castings, with fewer blow-holes and other imperfections. This will obviate in a large measure the necessity of having to send to eastern Canada and the United States for steel castings, and will be appreciated especially in the mining and sawmilling industries, as well as by those who have manufacturing machinery which requires something stronger than cast-iron in certain situations. As the company will now be able to use steel to a far greater extent in the construction of its logging engines, these machines will be placed in a class by themselves.

As a result of the demonstration last week in the store of J. A. Flett & Co., in Mount Pleasant, sales were made of 42 malleable ranges.

The baseball experts of Wood, Vallance & Leggat and the McLennan, McFeely companies engaged in a battle last Saturday afternoon, the employees of the latter firm winning by a score of eight to two.

Col. T. H. Tracy, of this city, formerly city engineer of Vancouver, has returned from Nanaimo where he supervised the instalation of the water system, whereby water is brought twelve miles into the city. The system is now in operation, and is running successfully. It cost about $100,000.

Down town business houses in Vancouver will soon have a lower rate of insurance. For some time past, appraisers have been at work, and the matter will be further discussed at the next meeting of the fire underwriters. An effort will be made to try and bring the new rates into force about the first of the year. To get relief from the payment of heavy rates, many firms have installed sprinkling apparatus, among these being McLennan, McFeely & Co.

A find of telluride gold on Valdez Island, 140 miles from Vancouver up the coast, will be of direct benefit to this city. This vein runs from $500 to $1,000 a ton. It is not this find so much as the fact that high grade gold-copper ore is found in large quantities on the Island, that makes the prospects so bright. Experienced mining men declare that there will be a bigger camp on Valdez Island than at Rossland, the ore not only being richer but is remarkably self-fluxing, as well as having direct and cheap transportation to coast smelters.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

MANUFACTURERS' agent in England wants to secure agency for some good Canadian manufacturers. Can give best references. Box 895, HARDWARE AND METAL, Toronto. (43)

AGENT WANTED

REPRESENTATIVE WANTED for Quebec by wire fence manufacturers to call on hardware and implement trade. Must have good connection and speak some French. Replies confidential. Box 901, HARDWARE AND METAL, Toronto, (43)

WANTED—Representative in Canada for a well-known Sheffield, Eng., cutlery manufacturing firm, who already have an established trade. Correspondence confidential. Apply Box 905, HARDWARE AND METAL, Toronto, (42)

ARTICLES FOR SALE

FOR SALE—One No. 112 Defiance Hot Water Heater, only used last winter, good as new. Also, one 31-inch stove pipe former 2-inch, rollers, good as new. Will sell cheap. W. F. Earl, Athens, Ontario. (45)

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware business, established 25 years, in one of the finest towns in Province of Quebec. Good farming and dairy country. Box 899, HARDWARE AND METAL, Toronto. (44)

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

HIGH CLASS HARDWARE, STOVE and tinware business for sale; western Ontario city, 15,000; stock about $10,000. Box 902, HARDWARE AND METAL, Toronto.

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

PEERLESS CARBON PAPERS and TYPEWRITER RIBBONS are unequalled in writing, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will install a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

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SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Hardware salesman for retail store; must be good stock keeper. Write, stating age and experience and salary expected. None but first-class stock keeper need apply. Apply Box 904, HARDWARE AND METAL, Toronto. (44)

WANTED—First-class tinsmith for furnace and bench work for Manitoba town. A steady job the year round is guaranteed. Wages thirty cents an hour. Apply Box 898, HARDWARE AND METAL, Toronto. (42)

SITUATIONS WANTED

HARDWARE MAN, single, 27 years of age, with seven years experience in wholesale and retail trade in Western Canada, open for engagement. Good references Box No. 3, HARDWARE AND METAL, Winnipeg, Man. (42)

TECHNICAL BOOKS

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

This discovery will give an impetus to coast mining, which has been developing rapidly.

It is beginning to look as it British Columbia is to have a steel industry. G. M. Gibbs and G. S. Faulkner, of this city, have returned from Seattle where they had a conference with Jas. A. Moore, who is head of the Irondale Steel Company, and H. E. Law, of San Francisco, who is also largely interested. The result is the formation of the Western Steel Corporation, with a capital of $20,000,000, and headquarters at Seattle. The new company will take over the Irondale works and intends to start operations shortly in British Columbia. In this province there are known deposits of iron, assaying 66 per cent. and within easy reach of tide-water, one large deposit being right on the sea. With progress such as the present, it should not be long before an iron industry is established here.

When Hon. Wm. Templeman was in the city this week on his way to Ottawa, he was interviewed by a deputation, including Robert Irving, Louis Pratt and J. A. Whitter, of Nelson, who made representations in favor of federal aid to establish the zinc industry on a sound commercial footing. It was suggested that tests of zinc bearing ores under government auspices might prove a solution. Many of the low grade mines in the interior have zinc values, and if these can be recovered, it will materially assist the industry in that part of the province.

The Wallace shipbuilding yards at North Vancouver are constructing a sternwheel steamer for the Brooks-Scanlon-O'Brien company, for use in its lumbering operations on the Fraser river. The engines and machinery will be installed by the Schaake Machine Works, of New Westminster.

Mr. Paterson, of the Fairview Hardware Company, Vancouver, has taken the adjoining store and now has nice progressive looking premises.

Following up its success with autos in the fire department, the city is also favorably considering the installation of an auto scavenging wagon. Its cost will be $8,000 a year, while its maintenance charges are estimated at over $1,000, but it will do the work of five carts, which cost $5,000 for equipment and $10,000 for annual operation.

R. B. B.

WINNIPEG.

Oct. 12.—The local trade is active just now in stoves and paints. In line of paints the finishing products are moving extensively, varnishes and floor oils are in the lead, the weather being too cold for heavy paint in the outside work. Retailers are very busy in the heater stove trade, small hall and individual room heaters are on display everywhere, and in some stores the windows are made quite attractive with these lines. The kitchen stove and range trade has revived greatly in the city, due to the many new houses being erected this season.

Last week brought a milder change in the temperature, which resulted in creating a stir in the window glass trade. Up until the present contractors have not been doing much in this line, due to the continued mild weather, and also to the fact that the carpenters' strike had delayed the preparation of buildings for the glass. Last week most of the carpenters returned to work, and most of the buildings were in condition when the cold wave set in. The first day of the cold, local retailers received on an average, orders for glass for four houses each, and ever since the orders have continued heavy. The demand is largest for ordinary house glass, but many stores are putting in plates.

Several representatives of the Winnipeg Centennial Committee left the city on October 11, on a tour of the provinces of Alberta and British Columbia, in the interests of the proposed fair of 1912. The committee purposes also to interview the members of the Governments of each province with a view to receiving financial support from those bodies.

Local wholesalers and retailers are anxious that the management should endeavor to receive as much financial support as possible from outside sources, in order that the business in the city should not suffer in the task of financing the great event.

An interesting report comes to the city, that at a city council meeting in Regina, the inspector of water pipes, T. S. Griffiths, stated that 112 out of 222 pipes had been rejected by him. There were 83 pipes out of the 222, which he recommended as serviceable, and suggested their acceptance in a reduction of $4 or $5 on the ton. The council decided not to accept pipes that were not strictly up to the specifications.

L. C. H.

SASKATOON.

October 11. — While J. F. Cairns, head of Saskatoon's departmental head of one of Saskatoon's departmental stores, was riding in his automobile from Saskatoon to Dundurn, Sask., recently, the machine became stalled in a mass of straw which had been thrown into a low, sandy approach to a railway crossing. The straw took fire, supposedly from the exhaust of the auto, and in a few minutes a $3,000 machine was destroyed. Mr. Cairns and his party escaped injury.

D. G. R.

VERNON.

October 2.—R. Ford, of this city, has secured the contract for the erection of the handsome building for the Bank of Montreal at Armstrong, to cost $12,000. Armstrong & Caldwell, of Armstrong, have the contract for the plumbing and heating.

The plans of the Coteau Power Company for the construction of a tramline eastward from Vernon through a fruit-growing section are maturing rapidly. The company has the backing of English capitalists and will develop the power of Shuswap Falls, 25 miles from Vernon. It is stated that there is sufficient power at this point to electrify the entire Okanagan Valley. R. B. B.

October 9.—W. R. Megaw has started work on an addition to his store. The new structure will be of cement blocks, 75x130 feet, two storeys in height, and when completed will be one of the finest hardware stores in the interior of the province.

NEW WESTMINSTER.

October 9.—Tenders are being called for the doubling of the capacity of the shops of the B.C. Electric Railway Company in this city. These shops were established some years ago, but with the many extensions to the company's system on the mainland and Vancouver Island, the output is not nearly enough to meet the demand. The new buildings will be of corrugated iron over frame. The successful tenderer will be asked to commence work at once and rush it to completion, as rolling stock is now being bought from manufacturers in the east.

R. B.

KAMLOOPS.

Octobr 2.—Fred A. Wood, representing the Gamewell fire alarm system, is here giving figures and particulars. The fire alarm system here is antiquated and wholly inadequate, and the council intends to install a modern apparatus.

VICTORIA.

October 7.—If figures tell anything, this year is undoubtedly Victoria's growing time. The total value of building permits for September was $140,935, as compared with $53,630 for the same period of last year. The total value for the nine months is $1,443,205, as against $813,250 of last year.

The Grand Trunk Pacific Railway Co. have started preliminary work on the new wharf and sheds to be built on their recently-acquired waterfront property. Surveyors are at work taking levels and soundings have been made as to depth of water, etc. The new work will cost about $50,000.

Hardwaremen, those who sell guns and cartridges, have been doing considerable trade during the past week, hunting season having just come in. Several hardware dealers are making good displays of hunting goods.

Wm. Bownass is moving his stock of hardware into his new store and building on Broad Street. When fitted and arranged, this will make one of the most attractive hardware stores in the city.

W. B. C.

NEW COMPANIES.

Tuttle & Bailey Mfg. Co., Bridgeburg, Ont.; capital, $40,000; to manufacture and deal in heating and ventilating supplies. Incorporators, C. H. Tuttle, Englewood, N.J.; J. H. Bailey, Brooklyn, and Robt. Kelting, Chicago.

"V" CRIMP-ROOFING CORRUGATED IRON

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A revelation in floor stains. None but themselves can be their parallel. A full line of these wonderful stains are manufactured by us—tough—elastic—and artistic. Put up in twelve beautiful natural wood colors, a certain sized can for a certain sized job.



Dealers, you can't afford to be without them! We have sold enormous quantities of this stain, and by our advertising are increasing the sales daily. Let us send you color cards, etc.

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PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.
They have Iron to Iron connections.
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They are set without rubber packing or washers.
They have large, powerful Direct Fire Surfaces.
They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

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WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 14.—Wholesalers and jobbers everywhere report orders small and rather few just now. The decreased output, however, is being recompensed by good collections from merchants everywhere in the west, which goes to show that money is free and that there is more in the bank. Wholesalers are particularly anxious that retailers should not overstock at this time of the year. It is best for all concerned that shipments should be moderate.

The continued period of beautiful weather has tended to maintain the builders' hardware business period longer than usual. Screws, lock sets and hinges have been going out freely; locks, particularly, are very firm in price, advances having been made in some quarters. The gun trade has quite subsided, while ammunition is still in demand in limited quantities. Enamelware, chains, sheet metals, stoves and skates are the leading lines this week. Sheet metal prices are slightly lower, due to the heavy stocks that are on the market. Linseed oil has again advanced 2c per gallon.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, 10 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

SHOVELS—Discounts on No. 1, 60 and 2½ per cent.; No. 2, No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 31½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20 x 28, full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.10; 8-inch, $3.35; full polish, 6 and 7-inch, $3.85; 8-inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, 60 and 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pemoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; Sterling Light, 24; Silverlight, 21; engine gasolene, 24c; Acme Lamp, 32; White Lily, 23; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 85c per gal. linseed oil, raw, 73c; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON

Prompt Shipments.
Finest Quality.

A. C. LESLIE & CO.,
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MONTREAL

Gray's Perfect
Blue Print Patterns
For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS
Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

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Sell a Seasonable Specialty.

It pays to handle Sherwin-Williams Stove Pipe and Iron Enamel right now. Fall is the time that people get out their old pipe and brush it up for the winter. A coat of this finish will often make it unnecessary for the home owner to buy new pipe.

SHERWIN-WILLIAMS
STOVE PIPE AND IRON ENAMEL

gives a durable lustre on stove pipe, grates and other similar surfaces. It will not smoke or burn when properly applied, and it will stand any degree of heat without losing its lustre or cracking. Its superior finish and protective qualities make it a specialty for which there is a great demand.

It pays in every way to sell Sherwin-Williams Products. They satisfy every want of your trade.

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WAREHOUSES, TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.
687

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W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.





Hand-Made **HOCKEY STICKS**

Our hand-made hockey stick has for years been the favorite with the leading amateur and professional players and its superiority is acknowledged. We use nothing but the finest selected and thoroughly seasoned rock-elm in its making and guarantee every stick perfect. Write us for full description and prices on this and our full line of Hockey Goods.

The Hingston Smith Arms Co., Limited
WINNIPEG, - - MAN.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Witness Publishing Co., Montreal, will rebuild at once.

The Peterborough Lumber Co., opened their new mill last week.

The Cudahy Packing Co., will build a $17,000 factory at Toronto.

The Walters Axe Co. are building an addition to their plant at Hull.

The National Drug Co., will possibly erect a new building at Vancouver.

The General Shoe and Machinery Co., Quebec, propose erecting a branch factory at Hull.

A branch factory of the Steel Shoe Co., of Racine, Wis., will be established at Toronto shortly.

The Thompson-Macdonald Co., Cobourg, will erect a new building of three storeys next to their present premises.

The Imperial Auto Co., have purchased a site at Toronto on which they intend to erect a large building immediately.

The Burton Saw Works have secured a site of ten acres at Burnaby, and will move their plant there from Vancouver.

A by-law granting J. W. Ford $10,000 to erect a flour mill and elevator at Swift Current, was carried by the ratepayers.

The Provincial Steel Works Co., Brighton, Ont., are considering plans for the enlargment of their plant by the erection of a 100-foot addition.

The Alberta Pacific Elevator Co., propose erecting four elevators at Vancouver, each capable of holding 250,000 bushels of grain. This company already owns 90 elevators and warehouses in Western Canada.

A machine and locomotive works to cost $300,000 will be running in Vancouver within six months, according to the plans of the Sumner Iron Works Co., of Everett, Wash., whose officials have closed a deal whereby they have acquired 30 acres of land in Burnaby.

A great structural steel works and a great shipbuilding yard and drydocks in which will be built 600-foot steel leviathans for the traffic of the great lakes are two industrial plants proposed to be built in Toronto within the next year or two, by the men who now constitute the Polson Iron Works.

Municipal Undertakings.

Work has commenced on Hull's waterworks extensions.

J. & T. Riley have been given the contract for sewers at St. Catharines at $830.

On October 18 a by-law will be voted on at Arcola, Sask., to issue $15,000 waterworks debentures.

Portage la Prairie ratepayers will shortly vote on a by-law to raise $17,500 for waterworks.

The Montreal roads committee is asking for $50,000 for another section of the Sherbrooke street sewer.

The by-law authorizing the installation of a municipal water system has been passed by the Trail, B.C. ratepayers.

On October 18, Galt ratepayers will vote on a by-law to raise $5,000 by debentures for the extension of the waterworks system.

The Perth, Ont., town council have awarded the contract for sewer work to Mr. Haggarty, of Brockville, Ont., for the sum of $3,400.

The municipality of St. Pierre (Montreal) has awarded the contract for the laying of sewers for the amount of $61,000 to J. Henault.

At a recent meeting of the St. Catharines City Council the necessity of another waterworks main from the reservoir to the city was discussed.

Tenders addressed to O. Ellwood, will be received until October 18 for the furnishing of material and laying of 18-inch cast iron water mains for London's waterworks system.

It is expected that tenders for the proposed new septic tank and filter for the Cobalt disposal plant will be called for shortly, though work on these will not start until next spring.

At a recent meeting of the Montreal Road Committee, tenders were opened for the construction of a sewer on Eighth avenue, Rosemount. The contract was awarded to Mr. Denis at $9,982.

Public Buildings.

A $13,000 high school will be built at Yorkton, Sask.

The erection of an isolation hospital at Stratford is under discussion.

The Toronto Board of Education will erect a $40,000 school on Avenue Road, that city.

Plans have been approved for the $1,500,000 extension to the C.P.R. Windsor station at Montreal.

Land has been purchased in Hastings townsite (Vancouver) with a view to the erection of an isolation hospital.

A site has been purchased at Regina by Whitmore Brothers, upon which they will at once proceed to erect a theatre.

It is learned that work on the new $100,000 hospital to be erected by the Grey Nuns at Regina, will be commenced as soon as the trunk sewer is down.

J. E. Coulter, Woodstock, has been awarded the contract for the erection of the Hamilton Carnegie library. The amount of the tender was $8,590. Work will be commenced this fall.

It is proposed to have a new and modern market on a new site at Brantford and to have new Government and city buildings combined on the present market square. The latter is estimated to cost $250,000.

The Board of Trustees of the General and Marine Hospital, Owen Sound, has decided to build an addition to their institution. The annex will cost between $12,000 and $15,000, and will double the present accommodation.

The congregation of Bonar Presbyterian Church, Toronto, authorized an architect to draw up plans for a church to cost $40,000, with a seating capacity of 1,000. Work upon the new edifice is expected to commence early next spring and the building to be completed in a year's time.

General Building Notes.

F. L. Dixon will erect a dwelling at Sydney for F. J. Hardison. Cost, $3,500.

The British Columbia Garage Co. has purchased a lot at Vancouver and will erect a large building.

The Glouchester street convent Ottawa, have purchased the adjoining property and will make extensive alterations.

Theo. Daoust, Montreal, has prepared plans for the erection of a private residence in Three Rivers for H. Goudin.

Hogle & Davis, Montreal, have prepared plans and are inviting tenders for the erection of a residence at Ste. Agathe for Mortimer Davis.

The contract for the foundation of the new St. Micheal's convent, Winnipeg, which will cost $50,000, was awarded to A. E. Bullock, of Brandon.

A syndicate of British and Toronto capitalists have purchased 350 acres just outside the latter city. The intention is to lay the property out in avenues and squares for high class residences.

Recent building permits at Hamilton include: Mills & Hutton, brick addition to Y.M.C.A. building, $37,000; C. R. Reed, brick building, $2,000; F. J. Rastrick & Son, brick dwelling, $2,500; Munro & Mead, brick house, $2,500.

Railway Development.

A party of G. T. P. engineers is in the district about Duck Lake locating a line from Watrous to Prince Albert.

The construction of the National Transcontinental railway north of Lake Nepigon is being rushed to a finish.

A company is being organized to build and operate a street railway in Lethbridge and connect it with Royal View and other towns in the near vicinity.

The contract for extending the railway right of way along the front of the town site at Prince Rupert, has been awarded to Foley, Welch & Stewart. The contract calls for the expenditure of over $500,000. Sub-contracts have been awarded to Angus Stewart and V. W. Smith & Co.

Surveys are being made for a Great Northern line to run from Brandon to Regina, connecting the Great Northern line known as the Brandon, Saskatchewan and Hudson Bay, and the line chartered to run from Minot, N.D., to Regina. Construction will be started before the end of the year.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner



IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"QUEEN" LOOP SNAP

Strong 

Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N. Y., U.S.A.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

THE SECRET OF GOOD IRON IS IN THE HEATING.

You want the best Bar Iron—it plays such an important part in your business. Buy London Iron, which is uniform and flawless throughout.

GET OUR PRICES

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Sales Agents:

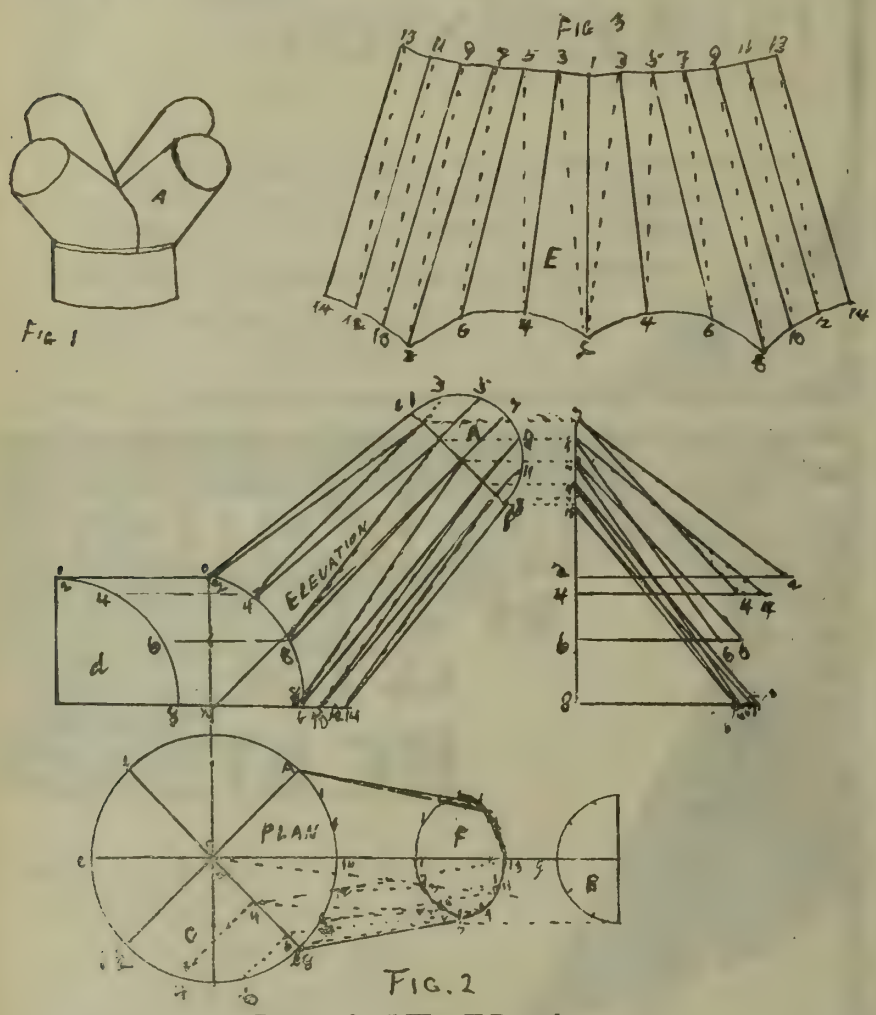
Ontario, Baines & Peckover, Toronto

Manitoba, Bissett & Loucks, Winnipeg

Cutting Pattern in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

Let Fig. 1 be the article. The first step is to draw a circle equal to full size of main pipe (Fig. 2), which will represent the plan view. Space off this circle into any number of equal parts, in this case 4, to represent the branches, and mark these sections "a b d e." It is of chief importance that one of these divisions should be in the position a o b in the partial plan as indicated, in order that the axis of ones of the branches may be shown in its true length in the elevation.



Pattern for 5 Way Y Branch.

The vertical centre line is next drawn and must pass through centre of large circle at point o. At any convenient point on this line draw a line at the desired angle to serve as the centre or axis of the branch. Draw "e f" at right angles to this line just found, equal to diameter of end of branch. Next lay out on "e f" the profile of half full view of opening, and space off this half circle into any number of equal parts, viz., the points thus formed are brought down to the line "e f" as shown at "A." Next draw at "Ba" half view of same size as at "A" with the same number of spaces. Draw lines from these points to the left and intersect them with lines dropped down from points located on "c f" producing at "F" a fore shortened plan view of opening in end of branch. Draw lines from points "a" and "b" on large circle tangent to this fore shortened plan, as "a7" and "b7."

The quarter plan shown at "C" is taken and in order that the projection of the mitre line may be indicated in the elevation, another full view; as shown at "d" is drawn. Next draw the horizontal line "c g" dividing the plan into two equal halves.

Of the six spaces required for lower base, three of them are located on the outside of plan, as at "8, 10, 12 and 14." The remaining three on the outline of plan at "c" as "2, 4, 6 and 8" the same points being shown at "d" in elevation.

Draw lines from point on quarter plan "C" to mitre line showing "2, 4, 6 and 8," and from these points project lines to the elevation and interect them with lines projected from quarter plan "d" in elevation, trace a curved line through these intersecting lines producing the mitre line in elevation. It is now possible to represent the remaining sides of the triangles in the plan and elevation and lines may be drawn between the sucessive points as may be seen in those views, thus "2 to 3," "3 to 4" and in a like manner connect points in elevation with similar lines. These points on "e f" are projected to the right of elevation, and as may be seen indicated in diagram of tringles as "3, 5, 7, 9, 11, and 13." Lines are also projected to right of mitre line in elevation producing the bare lines of triangles in diagram as "2, 4, 6 and 8." The line "1-2" in plan is shown in its full length in elevation so no triangle is needed. The next line "2-3" in plan is placed on line "2" in diagram of triangles and a line drawn from point "3" on vertical line forming the triangle "2-2-3." The remaining triangles are determined in a similar manner, thus "3 to 4" on plan is placed on base line "4" in diagram of triangles, and a line drawn to "3" on the vertical line shown.

Now to construct pattern, draw a line as "1 to 2" at "E" (Fig. 3), making it the same length as the corresponding numbered line in elevation, which is there shown in its true height. Next with point "I," as a centre and with radius equal to the distance "1-3" in profile at "A" describe an arc of indefinite length, afterward intersecting this arc at "3" with an arc described from "2," as a centre and radius equal to line "2 to 3" in diagram of triangles. Next take "2" as centre, and a radius equal to "2-4" in outline of plan at "C" describe an arc as shown, as "4" in pattern. Take distance "3-4" in plan, place it on line "4" in diagram and connecting with point "3" on vertical line thus giving the true length of line "3-4" in elevation, using this distance as a radius and "3" in pattern as a centre, describe an arc intersecting arc "4."

The remaining triangles are found in exactly similar manner, and may be laid off on either side of centre line "1-2."

One pattern is all that is required providing the branches are all the one size and angle. If they are different all that is necessary is to lay out a separate plan and elevation for each branch, always using the same mitre line.

W. M. M.

A large boarding residence for E. J. Rochon, Winnipeg, will be built at Fort William.

Plans for the erection of a convent building for the Franciscan Order, at Three Rivers are completed and tenders are invited for the erection of same by Daoust & Lafont, architects, Three Rivers.

The Retail Paint Trade

PAINT AT XMAS TIME.

In making out his plans for his Christmas display the hardware merchant need not neglect his paint department. Even if paints do not come under the category of presents, there is no reason why the merchant should not take advantage of the season to push his lines. It is necessary continually to impress upon the minds of consumers the absolute need of using paints.

The dealer can make good use of the fact that homes should be bright and cheerful at Christmas time, and that there is no better means of securing this than by means of paint, stains and enamels. "Brighten up for Christmas as one brightens up for spring," should be his cry, and let the home be as gay with fresh paint, stain, enamel, etc., as with evergreens and mottoes.

The merchant should advise his customers to make their furniture look more worthy of the family gatherings likely to be held. He can exhibit a chair that has been in use with some portion of it freshly varished showing how the article has been improved by the use of a small tin of varnish. A stained stove pipe brightened up in part by aluminum paint would also be very forceful. The same thing applies to the use of enamel for the bath tub.

In fact, the merchant can make good use of the season for advertising his paint specialties. The paint department perhaps more than any other department needs to be continually advertised. People are prone to put off the buying of paint, although they may be well aware of its necessity. They must be saved in spite of themselves, and this can only be done by continually preaching the doctrine of paint. With the sale of tool chests and cabinets for Christmas gifts the dealer should be able to push stains and varnishes. A carpenter wants stain as much as he does tools, and a tin or two of stain and varnish would render his equipment complete.

The hardware dealer can see from this that the old theory that paints, etc. can only be pushed at certain times of the year is entirely at fault. The sale of paint can be made all the year round, and the dealer who is at all energetic will miss no opportunity of pushing his lines. Paint tins are a clean line to handle. Even therefore at Christmas time when the store may be given largely over to articles which need careful handling, the selling of paint specialties can be done without any fear of spoiling other goods. Push the stains and enamels this Christmas period and harp on the fact that Christmas in a shoddy home is a Christmas spoiled.

The assets of Edward Limoges, painter and dealer in wall papers, Ottawa, who failed recently, are to be sold on October 19.





PAINT AND OIL MARKETS

MONTREAL.

October 16.—A healthy demand is reported from all quarters, with every sign of a continuance of the consumption. No line is especially prominent, the call being evenly distributed. Ground white lead, however, shows signs of sagging. Ready-mixed paints are selling well, and there is an improvement in those household specialties which are usually in strong demand at the holiday time of the year.

The market has not been affected by any strong fluctuation, and with the exception of linseed oil, which has advanced 1c, prices are steady and unchanged.

TURPENTINE—There is a diversity of opinion amongst the jobbers regarding the price of turpentine, some contending that the present figure of 80c for single barrels is far too low, but it would seem that stocks locally are too heavy to obtain the higher prices secured in Toronto. At any rate, there is no change this week, especially in view of the moderate inquiry.

LINSEED OIL — Anticipations expressed in these columns last week have been realized, and the market has advanced 2c per gal. This advance has not checked sales to any noticeable extent. Stocks are in good shape, and being shipped in splendid order. We now quote: 1 to 4 barrels, in one delivery, raw, 68c per gal.; boiled, 71c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The flurry in the demand which was experienced when the market dropped, seems to have subsided. Speculation is absent, and buyers are content to purchase in moderate lots only. No concessions, apparently, are being given to buyers of large quantities. We quote: Strictly pure, about $5.25 to $5.75, according to quality, and No. 1 $4.85 to $5.25, f.o.b. Montreal.

RED LEAD—There is a fair inquiry for red lead. It is thought that a heavy demand will be experienced during the coming winter, and manufacturers are laying in liberal stocks. We quote:—Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25,

WHITE ZINC—The prevailing demand for colonial effects is stimulating the call for white zinc, and good business is reported. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS — The fall is usually the time when varnishes and japans are shipped freely, and the present season is no exception to the rule. Most satisfactory trade is being done in all lines, particularly household varnish.

PUTTY—Putty is meeting with a seasonable demand and grinders are satisfied with the output. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

TORONTO.

October 15.—There is just the slightest perceptible indication of an easing off of demand in the paint market this week. Business continues steady, but the orders are not calling for such large quantities. Country trading is good at the moment, and it is the city wherein the easing off is noticeable. Not that there is any let-up in the work, either, for every night the daily papers are printing "painters wanted" advertisements.

Turpentine is about the same as last week. The market has advanced slightly, but orders may be placed at the old figures still. White lead is unchanged. Linseed oil made two one-cent advances since last issue, and glass stocks are getting low. No new developments are noted, and prices are pretty firmly held all around.

LINSEED OIL—There has been an advance in linseed oil of two cents per gallon, owing to the prices that are now having to be paid for flaxseed all over the world. Seed quoted in Great Britain from Calcutta is higher now than it has been for many months with no indication of sufficient quantity coming forward to make any change in this department. The local price advanced one cent on Saturday last and another cent on Tuesday, making the ruling quotations at present 68c and 71c for raw and boiled oil respectively in barrel lots. Five barrel lots are one cent cheaper.

TURPENTINE—For two days last week there was a slight decline in turpentine at the southern ports but a demand sprang up at the reduced price and an advance immediately took place, since which time the price has been very firm. The receipts for the two weeks are reported very light and the scrape of gum indicates that there will be a considerable decrease in production for the closing up of the year. The factors who supply the men in the woods with funds say that the scrape this year is considerably smaller than last year and that this will be more evident in November than it is in October. Added to this there has been another storm prevailing on the southern coasts, which will probably mean a further advance in the price of turpentine for the next few days. Receipts so far this year are 50,000 bbls. less than the same period last year. The local market has gone up to 83c for single barrels, though two houses continue to quote their last week's figures—80c and 81c. Demand is light. Opinion seems to prevail here that southern prices are too high. There can be no doubt, however, that the turpentine situation is much stronger all over the country.

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

THE
BEST
WALL FINISH.

When you see that subdued, flat, velvety appearance on walls and ceilings which is so much admired, you may be sure it has been produced by "MURESCO." This preparation has many features to recommend it. It is easily applied. One coat, as a rule, is sufficient to obtain the best results. It is economical, as it will take 30 % more water than any other similar preparation, and it will not peel, rub off or crack. Are YOU carrying MURESCO ?

Send for Prices and Colour Cards.

Benjamin Moore & Co., Limited

West Toronto, Canada

New York **Chicago** **Cleveland**

You will have no difficulty in convincing the careful housewife how indispensable is

LACQUERET

THE BRIGHTENER OF THE HOME

This wonderful preparation is neither paint, enamel or varnish, but a transparent lacquer, which beautifies and preserves the dingiest and oldest furniture, and brightens up every kind of woodwork.

Lacqueret has a thousand and one uses in the home, and will sell all the time if you will only tell the women folk about it.

Ask about our Dealer-Helper-Selling Plan.

INTERNATIONAL VARNISH CO., Ltd.

Makers of Fine Varnishes **TORONTO** **Branch of Standard Varnish Works**

NEW YORK **CHICAGO** **LONDON** **BERLIN** **BRUSSELS**

WHITE LEAD—The range of prices still run from $5.55 to $6, and the advance prices movement seems to be further away, hardwaremen believing that present prices are sufficiently high. The movement in lead is good, though there is not the volume of lead moving now that there was six weeks ago. Still the sales of lead in oil are satisfactory and are in keeping with former years at this season.

RED LEAD—Prices are unchanged. Casks are $4.25 and 100-lb. lots range from $4.50 to $4.55. There is some inquiry for futures.

GLASS—Stocks locally are reported to be low, some jobbers stating that they have no glass. No importations have been made as yet, though some are expected next month, when it is anticipated that prices will advance 10 per cent.

PUTTY—There is a good steady demand for putty, which while it has not advanced prices has made the market very firm. Bulk putty in casks is $1.75; 100-lb. drums, $2; and bladders, $2.15 to $2.25.

STAINS AND VARNISHES—The demand is not so strong for these lines now that the cooler weather days are here. Prices remain at the usual quotations.

PETROLEUM—Coal oil is a splendid seller these days, and many country hardwaremen are stocking up for the winter. Prices are steady, though unchanged from last week. Prime white is 13½c; water white, 15½c, and Pratt's astral 17½c. There is yet a fair call for gasoline and benzine.

NEW PAINT TRAVELERS.

The death of E. E. Bouchard, who represented Brandram-Henderson, Montreal, in the Eastern Townships, has necessitated several changes in the traveling staff of the company. The south shore of the St. Lawrence is now being covered by E. W. Charlton, who has been with the firm ever since they started in Montreal in 1897. Gaston Lemoine has been moved from the City of Montreal to the Eastern Townships, while Fred Markum, one of the boys from the head office, is filling the place vacated by G. Lemoine.



G. LEMOINE, MONTREAL,
Representing Brandram-Henderson, Ltd., in the Eastern Townships.



F. MARKUM, MONTREAL,
Representing Brandram-Henderson, Ltd., in Montreal City.

PAINT NOTES.

J. P. Daoust & Co., painters, Montreal, have dissolved.

A liquidator has been appointed for E. J. Bernard, Ltd., painters, Quebec.

The British-American Paint Co., Victoria, has purchased a factory and warehouse site at Vancouver, where it is the intention to manufacture paints on a large scale.

WASHABLE WATER COLOR PAINT.

Washable painting in water colors can be executed by mixing the pigments with plaster, a fusible salt, a suitable glaze, and an acidulated solution of gelatine. The paste thus formed is applied like paint and, after it is dry, is hardened by heating the painted objects. The following proportions and method are recommended:

Ten parts of glue are dissolved in 100 parts of hot water containing a little acetic or other acid. After this solution has cooled it is rubbed up with 5 parts of plaster, 5 parts of soda, potash or borax, 30 parts of lead oxide or zinc white, and the necessary quantity of the water color pigment desired. The coating, when dry, is heated by means of an alcohol or other smokeless flame. The finished coating resembles enamel. It is not affected by rain or heat and may be lacquered without difficulty.

Vancouver's city council is considering the building of a new city hall.

Special to the Hardware Trade

¶ A tin of **Aluminum,** bearing the name of the Canada Paint Company, ensures it being a package of ABSOLUTELY RELIABLE Aluminum Paint.

¶ **Varnishes and Japans** are extensively made by the Canada Paint Company.

They are put up in handy form in sealed tins—for Furniture, for Carriages, for Boats, for every purpose.

¶ **Clear, Bright, Durable Varnishes** all bear the name of the Canada Paint Company.

¶ **Floradorn Floor Stain for Floors.**—The Floor Finish which will stain, beautify and preserve the Floor in one or two applications.

¶ **Bijou Handy Varnish Stain** The most popular ready-to-use Stain in the Dominion of Canada.

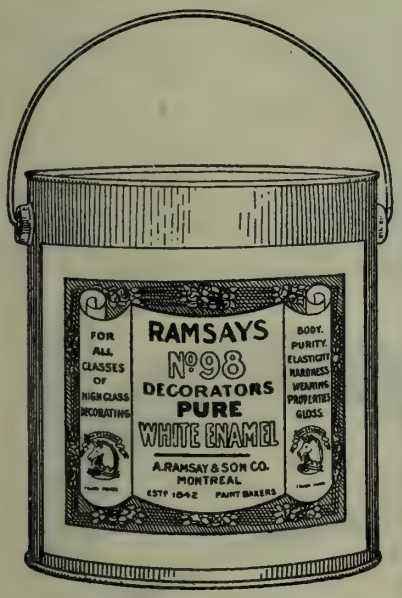
All the popular woods are imitated in their natural beauty by the Canada Paint Company's Stains.

THE CANADA PAINT COMPANY LTD

ENAMEL FOR THE PAINTER

Haven't you often noticed what a difficult thing it is to get a real good high-grade white Enamel for high-class painters' trade? For years dealers have been obliged to bring in these Enamels from abroad at exorbitant prices and sell at little or no profit.

RAMSAY'S No. 98



changes all that. You have herean enamelunsurpassed by any imported into the country. It is for the Decorators—for high grade work. It is not cheap—that is as cheap things go, but it is cheap for what it claims to be. You should learn about this Decorators' Enamel anyway, in order to be posted. Write us for special booklet on Ramsay's No. 98 Enamel.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 **The Paint Makers**

WE MAKE NO SECRET

of the composition of

New Era Paint

Here it is—Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine Japan Dryers. Everything needed for a best quality paint and everything of the best quality. "NEW ERA" covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint.

WRITE FOR PRICES

Standard Paint and Varnish Works Co. LIMITED

Windsor, Ontario

COOKSON'S GENUINE WHITE LEAD

Corroded and ground at Newcastle-on-Tyne, England.

Guaranteed pure and unadulterated.

Ground in pure, refined Linseed Oil.

Recognized in all the Lead Markets of the world as the highest standard White Lead.

Cookson's sells well and gives the dealer a good profit.

Selling Cookson's means selling the best.

The James Robertson Co., Ltd.

Grinders of White Lead, Manufacturers of Paints, Colors, etc.

267 King St. West, - - Toronto, Canada

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

The "INFALLIBLE" GLAZIERS' DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S PELTON & SON, Canadian Agents, MONTREAL

YOU KNOW —— WE KNOW —— THEY KNOW

ALABASTINE

THE MOST POPULAR THE MOST SALEABLE

WALL COATING

You do not need to spend time and energy talking it up and introducing it.
You carry a full assortment, it sells itself, and we advertise and sell it for you.
It pleases the eye for color and the artistic sense.
Is ready for use by simply adding COLD WATER.
Anyone can get beautiful work with it by following the simple directions printed on each package.
It is permanent, sanitary and antiseptic. Can be re-coated, coat on coat.
It will not moulder and decay, or rub off.
There is nothing else on the market, whether mixed in boiling or cold water, which will produce the permanent results or soft, beautiful tints peculiar to Alabastine.
It is not a kalsomine that has to be washed and scraped off before you can redecorate.
Order direct or through your nearest jobber.

THE ALABASTINE CO., Paris, Ont.
Patentees and Manufacturers

"MORE SALES"

That's the cry of the ambitious merchant. Save your strength Mr. Dealer and take one good, deep look into the problem of salesmanship. To be successful in selling paint you must first—attract, second—interest, third—convince, fourth—create desire, fifth—supply that desire. Successful selling depends upon right buying.

Get in a Supply of

MARTIN-SENOUR PAINTS

and most of your sales troubles will end. You might by smooth talking sell a common brand of paint but the user won't return for more. So, for **More Sales** have on hand **Martin-Senour Paints.** The **M. S.** means just that—**Martin-Senour's for More Sales.** Order a trial lot and we will send you plenty of advertising that will help get your trade in the notion of buying paint—because they will recognize the good reputation of your new stock.

Remember—MARTIN-SENOUR FOR MORE SALES

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

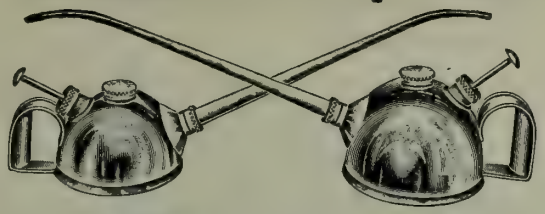
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The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

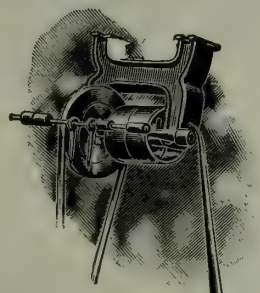
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The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.





Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she was in commission, with the Mauretania and K onprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

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Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.
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The Meaford Wheelbarrow Co.,
MEAFORD Limited ONTARIO

Manufacturers of

WHEELBARROWS—both Steel and Wooden, all styles: also the *Sterling* line of Roller Bearing Easy Pushing Wheelbarrows and Concrete Carts.

TRUCKS of every description, both in two and four wheeled.

DRAG SCRAPERS (Pressed Steel) **WHEEL SCRAPERS** (Pressed Bowl and Square Box).

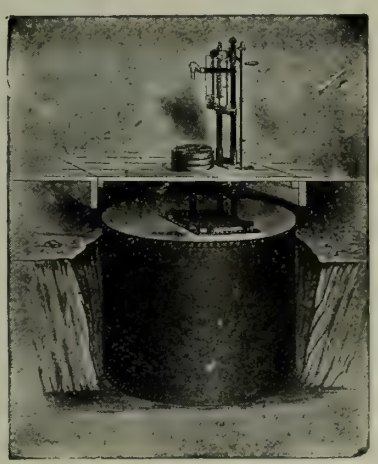
PROMPT SHIPMENT.
RIGHT PRICES.
GOOD GOODS.

SELLING AGENTS:
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Bissett & Loucks, Limited, Winnipeg
John Burns, Vancouver





Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

WOSTENHOLM'S CUTLERY

Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal

THE ROOFING, CORNICE AND SKYLIGHT ANNUAL

The Book consists of three articles:

TIN ROOFING—The Roofing Bench, Putting Tin Together, Soldering, Flat Seam Roofing, Standing Seam Roofing.

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SKYLIGHT CONSTRUCTION—Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters Pattern for Common Bar, Hip Bar and Jack Bars.

175 Pages *170 Illustrations,* *13 Plate*

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TECHNICAL BOOKS,

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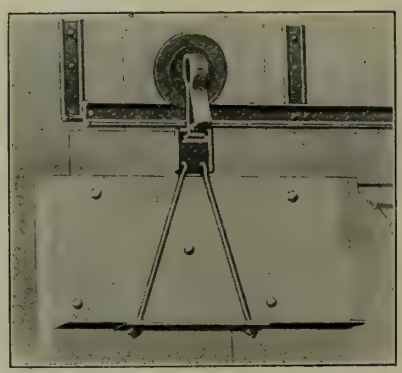
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Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

S. B. MARTIN, Dalton, O., U.S.A.



Builder of

"Low-Down-High" Store Ladders
Wonder Barn Door Hangers
Channel Steel Track
Hardware Specialties

Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

Will give license to one or two good Canadian Firms to build these Specialties.

See Cut.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"STAR BRAND"





FERRALL'S HUB HOISTER

AND

Sheave for Same

FOR HEAVY RAPID HOISTING

EITHER FOR MANILA OR WIRE ROPE

The shells have rounded edges which protect and save the rope. The sheaves are fitted with Metaline side bearings which keep sheave from heating. The best rope-saving block made.

Catalogue H.M. Sent Free on Application

Boston and Lockport Block Co.

116 Condor Street, EAST BOSTON, MASS.

GREENING'S

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PATENT

COW TIES

These Cow Ties have stood the test for years.
Undoubtedly the best and strongest on the market.
It will pay to handle only the best.
A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS.

THE B. GREENING WIRE CO.,
Limited,
HAMILTON, ONT. MONTREAL, QUE.

TRADE MARK
KEYSTONE
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REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
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No. 620
WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported enamel of equal quality can be offered at as low a price.

Your customers, whether **professional decorators, manufacturers** or **householders,** will find it just what they want for decorating large surfaces or small articles.

To prepare the surface for the enamel, **Island City White Primer** is used. Ideal for the purpose, owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

Manufactured by

P. D. DODS & CO.
Limited

MONTREAL

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
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GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

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SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

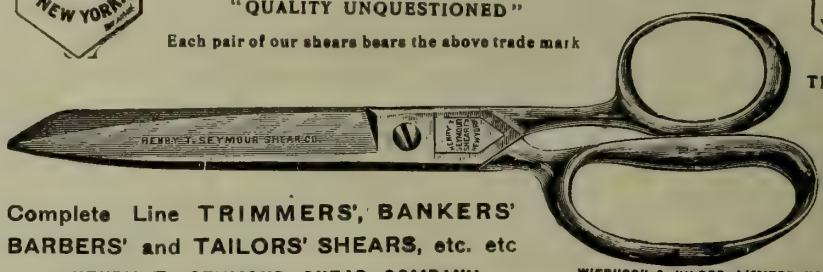
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

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Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

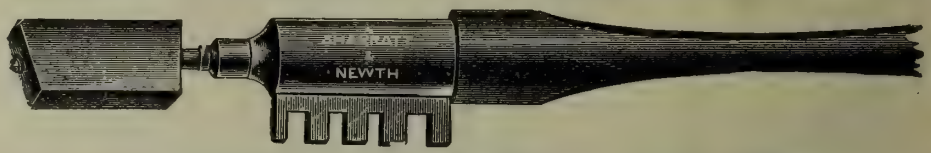
Since 1825, and a steady increase in sales due to their superior cutting quality.



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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

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HESPELER . . . ONTARIO

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

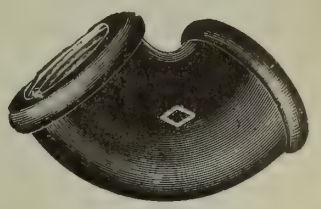
The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Perfect { THREAD, FIT and FINISH distinguish

DIAMOND BRAND FITTINGS



WHOLESALE ONLY FROM

OSHAWA STEAM & GAS FITTINGS CO., LTD.
OSHAWA, CAN.

Watch for the Diamond

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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CAPITAL	$1,400,000.00
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LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

It couldn't be stronger!



This wrench is all steel—handle included. The head bar and shank is a one-piece steel forging. The handle is forced on under immense pressure and hot riveted in place. It is so shaped that it fits the hand and will not slip when the hand is wet or greasy.

WRENCH CATALOG SENT ON REQUEST

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BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

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AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

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Sole Agents for Canada

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Montreal

Brass Goods for Xmas Season

WELL-FINISHED CANDLESTICK

in polished brass or copper, with weighted base.

There is an immense variety of designs, high and low. Send for catalogue and details. It will pay you to handle such goods as these.



5½-in. GONG,

Sweet tone, weighted base. Very handsome and a quick seller. Write for prices

TONKS Limited, **BIRMINGHAM**

CANADIAN SHOWROOMS:
28 Toronto St., - TORONTO
H. F. McINTOSH & CO., Agents

When in the market for

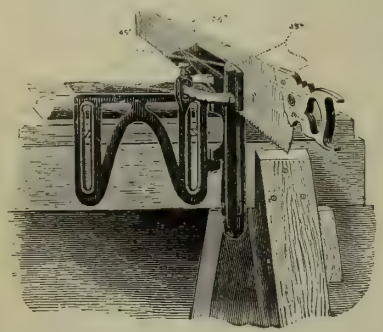
Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

MITER BOX—IMPROVED "SEAVEY"



Can be used on scaffold or ladder as well as on bench.

Lightest, Latest, Simplest and Most Accurate.

No special Saw required.

Can be folded and carried in tool chest.

Will cut any width of Miter

Makes perfect Joint.

Weighs only two pounds.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., Ltd., Montreal, Can.



Ford's Auger Bit

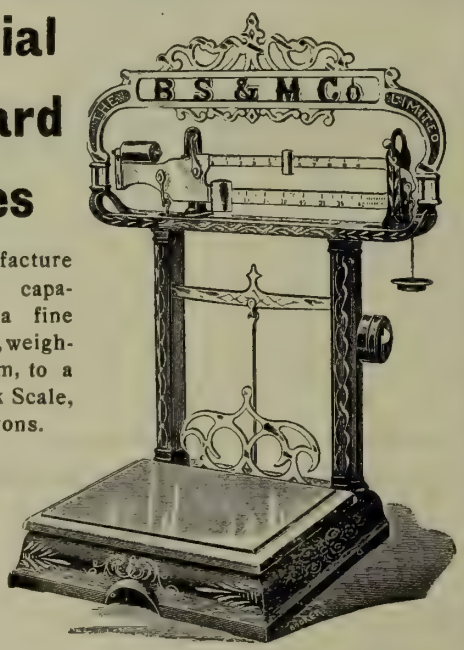
is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Imperial Standard Scales

We manufacture Scales of all capacities from a fine Druggist Scale, weighing one drachm, to a Railway Track Scale, weighing 100 tons.

Write for our illustrated catalog and price list—they will interest you.



IMPERIAL COUNTER SCALE

The Counter Scale shown here is made with Cut-off Lever and has Nickel-plated Doube Brass Beam with Sliding Poises.

Capacity of Beam 50 lbs. Total capacity 200 lbs.

Made by

The Burrow, Stewart & Milne Co., Ltd.
Hamilton, : : : Ontario

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.

"BUTLER" was Reg'd a Trade Mark A.D. 1768

Sole Makers of — Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate. — REGISTERED

HIGHEST AWARDS — SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

MANUFACTORY:
Trinity Works, SHEFFIELD, England



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

H. Boker & Co.'s Tree Brand "Edelweiss"

Will Need But Little Stropping and No Honing.

Tempered Extra Hard.



Tested By Experts.

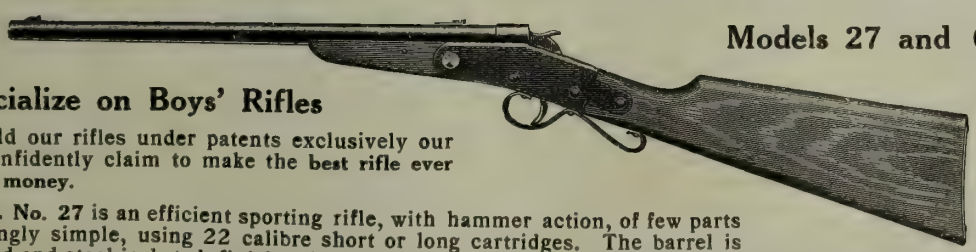
The "Edelweiss" Blade is the result of many years' experience. We claim that this razor is better than any yet produced. A bold statement—but it is true. Made by Boker's process, every razor guaranteed absolutely perfect. Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

The McGill Cutlery Co., P. O. Box 366 **Montreal, Canada**

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

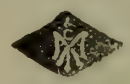
Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.
No other kind wins to-day.



The ROOFING HOUSE of CANADA
ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 8c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 23c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.....	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 00	14 00
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base.....		26 00
Braziers' (in sheets), 4x8 base...		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
13x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Colborne Crown	Gordon Crown	Gorbal's Best
16-20....	3 70	3 50		3 65	....
22-24....	3 95	3 75		3 75	3 95
26	4 20	4 00		4 15	4 20
28.....	4 45	4 25		4 35	4 45

Less than case lots 25c. extra.

Apollo Brand. (F.O.B. Toronto)

24 gauge, American		3 25
26 " "		3 40
28 " "	(equal to 26 English)	3 85
10¼ oz.	" 28 "	4 15

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron..	16 75	21 00
Summerlee, No. 2 " ..	19 00	23 00
Carron No. 1	20 50	....
Carron, special.....	19 50	....
Carron, soft	19 00	
Cleveland, No. 1	17 50	21 75
Clarence, No. 3	16 75	21 00
Radnor, charcoal iron.....	32 00	32 50
Ferro Nickel pig iron (Soo).... ..		25 00
Angles..... .....base	2 60	2 60
Common bar, per 100 lb.....	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel.....	1 85	2 05
Sleigh shoe steel.....	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 35	2 50
Mining cast steel.....	0 07¼	0 08
High speed	0 60	0 60
Capital tool steel.....	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel	0 12½	....

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base..... 5 50	5 75
I X, 14 x 20 " 6 50	6 75
IXX 14 x 20 " 7 50	7 75
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75
" 14x65 " }	
Tinned Sheets.	
72x30 up to 24 gauge, case lots 7 25	7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.....	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks.....	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass.....	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass.....	0 06½	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate.....	11 00	12 00
Malleable	9 00	12 00
Miscellaneous steel		6 00
Old rubbers.....	0 08½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged 62½ and 10 p.c.
Kerr N. P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " .... " 1 65
No 7 Fuller " " .... " 2 00
No. 4½, " ..... " 2 00
Patent Compression Cushion, basin cock, hot and cold, each..... $1.25
Patent Compression Cushion, bath cock, No. 2208, each..... 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon Standard, $4.75; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent,
Steam Radiators—50 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 89	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.....	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.....	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked.....		0 05½
Green copperas (green vitrol).....		0 01
Sugar of lead.....		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	0 08
Chrome yellow	"	0 16
Golden ochre	"	0 10
French	"	0 08
Chrome green	"	0 09
French permanent green	"	0 13
Signwriters' black	"	0 15
Marine black, 25 lb. irons.....		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

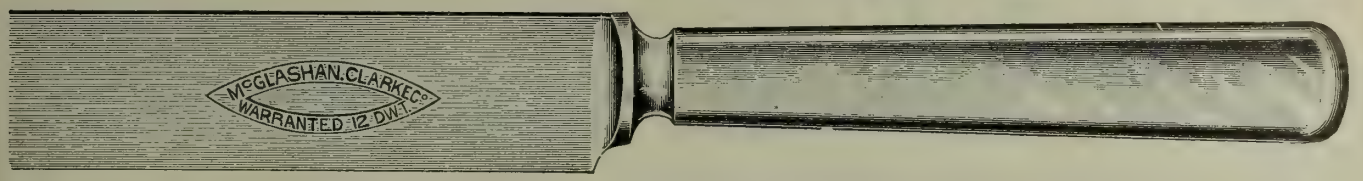
PARIS GREEN.

Barrels	0 16½
25-lb. drums.....	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09

SPECIALISE ON THIS KNIFE —FOR THE— CHRISTMAS TRADE



Made either for dessert or table use. It is manufactured from finest English Cutlery Steel, 12 dwt. plate and hand burnished. Secure handle. Put up in neat rack boxes of 1-2 dozen. Send for catalogue.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 80 0 82
Linseed Oil, " raw	0 88 0 68
" " boiled	0 71 0 71

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex (Genuine		6 00
Brandram's B.B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 75	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs, "	4 75	4 75
No. 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flatine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces, "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 80	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 45 and 10 per cent.

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—
½ x 5 ..... per gross 2 25
5-16 x 5 ..... " 3 40
Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 10 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb	0 31

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 5	25 00
Huntsmen' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

FILES AND RASPS.

Great Western, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c.
Jowitt's, English list, 27½ per cent.
Disston's, 70 and 10 p.c.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 70

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $3 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospecto s' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



TRADE B MARK **Amatite ROOFING**

"Easy to sell because consumers want a Roofing that needs no Painting."

IF *you* do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending $100.000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing *that does not need painting.* The day of the "Paint-me-often-oids" is past. People everywhere are asking for the roofing with a *mineral surface* which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

THE PATERSON MANUFACTURING CO., Limited

TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's ..... per doz.	0 65	1 00
North Bros., No. 30 .. per doz.		16 80

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Rule and Level Fry Squares, size 7½, dozen net $2 85

TAPE LINES.

Universal. ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822. 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Clearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch ....per gross	9 00
" " ¾ " .... "	10 00
" " 1 " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web ..... "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz ...	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNATS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	0 13½
Berg's, per lb.	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Buckworth, per lb	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ½ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.

Drive Screws, dis. 85 and 10 per cent.

Bench, wood .....per doz.	5 00
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 25 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; oilnch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
"Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 17, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.30 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 50	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 80	
Plain	2 55	

Coopers', 45 per cent.
Poultry netting staples, 55 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze. 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge. 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite. 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

TWINE.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 26
4-ply		0 30
Mattress twine per lb.	0 33	0 35
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ½c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 08	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

INDEX TO ADVERTISERS.

Alabastine Company 74
Amatite Roofing Co 84
American Shearer Co 29
Armstrong Bros. Tool Co 29
Atkins, E. C., & Co 1
Atlas Mfg. Co 29
Auto Strop Safety Razor Co ..... inside front cover
Aylmer Pump and Scale Co 18

Barber Asphalt Paving Co 28
Barnett, G. & H. Co ..... outside back cover
Bemis & Call Hardware & Tool Co 79
Boker, H. & Co ..... outside front cover. 81
Boston & Lockport Block Co 76
Bowser, S. F., & Co., Ltd 75
Brandram-Henderson, Ltd 70
Brantford Roofing Co 31
British American Assurance Co 75
Brown-Boggs & Co 37
Bryan, Thos., Ltd 19
Buffalo Mfg. Co 31
Burrow Stewart & Milne Co., Ltd 24, 80
Butler, Geo., & Co 80

Cameron & Campbell 29
Canada Foundry Co 18
Canada Metal Co 28
Canada Paint Co 72
Canada Screw Co 13
Canada Steel Goods Co 12
Canada Wire Goods Mfg. Co 34
Canadian Hart Wheels 24
Canadian Heating & Ventilating Co 23
Canadian Logging Tool Co 35
Canadian Rubber Co ..... outside back cover
Carter-Crume Co 29
Caverhill, Learmont & Co 15
Chicago Spring Butt Co ..... inside back cover
Clare, Little & Co 29
Clauss Shear Co 85
Collins Mfg. Co 29
Copp, W. J., Sons & Co 49
Coulson & Blakie 29
Covert Mfg. Co 67

Davidson, Thos., Mfg. Co 23
Decatur Bull & Co 11
Dieckmann, Ferdinand 78
Directory of Manufacturers 28, 29
Disston, Henry, & Son 6

Dods, P. D. & Co 77
Dominion Cartridge Co 38
Dominion Wire Mfg. Co 17
Dorken Bros ..... outside front cover
Dougall Varnish Co 73
Dowswell Mfg. Co 88
Dubuc, L. E 79
Dover Mfg. Co 10

Electrical Specialties, Ltd 29
Enterprise Mfg. Co 24

Ford Auger Bit Co 80
Frothingham & Workman, Ltd 4

Galt Art Metal Co 27
Gendron Mfg. Co 33
Gibb, Alexander 29
Gilbertson, W., & Co 78
Gillette Safety Razor Co 8
Greening, B., Wire Co 77
Grove Chemical Co 80
Gurney Foundry Co 21
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Hamilton Bridge Co 16
Hamilton Cotton Co 76
Hamilton Rifle Co 81
Hamilton Stamp & Stencil Works 27
Hanson-Tilley, J. H., Co 30
Harris, J. W., Co 30
Hart & Cooley 19
Heinisch, R., Sons Co 78
Hingston Smith Arms Co 65
Howland, H. S., Sons & Co 5
Hoyle, Robson & Barnet Co 34
Hutton, Jas., & Co 14, 79

Imperial Varnish and Color Co 69
International Varnish Co 71

Jack, Watson, & Co 79
James & Reid 29
Jardine, A. B., & Co 78
Jenkins & Hardy 34
Jessop, Wm., & Son 79
Johnson's, Iver, Arms and Cycle Works 67

Kains, J. M., & Co 29
Kampfe Bros 17
Kemp Mfg. Co 38
Kerr Engine Co ..... inside back cover
Langwell & Sons 29
Leslie, A. C., & Co 65
Lewis Bros., Ltd 7
Lockerby & McComb 12
London Foundry Co 32
London Rolling Mill Co 67
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 82
McBrien Mfg. Co 34
McClary Mfg. Co 20
McDougall, R., Co 18
McGlashan-Clarke Co., Ltd 83
McKinnon Dash & Metal Works Co 81

Maple City Mfg. Co 75
Martin, S. B 76
Martin-Senour Co 74
Meaford Wheelbarrow Co 75
Metal Shingle and Siding Co 34, 35
Metallic Roofing Co 2
Montreal Rolling Mills Co 69
Moore, Benjamin, & Co 71
Morris & Bailey Steel Co 16
Morrison, James, Brass Mfg. Co 33

Nagle, H., & Co 12
National Hardware Co 30
Newman, W., & Sons 29
Nicholson File Co 87
Nickle Plate Stove Polish 76
Nixon & Winterbottom 7
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 67

Oakey, John, & Sons 78
Oneida Community 9
Ontario Lantern and Lamp Co 31
Ontario Wind Engine and Pump Co 29
Orford Copper Co 67
Oshawa Steam and Gas Fittings Co 79
Otterville Mfg. Co 18
Owen Sound Wire Fence Co 18

Parmenter Bullock Co., The 29
Pearson, Geo. D. & Co 20
Pease Foundry Co 63
Pelton, Godfrey S 73
Penberthy Injector Co 32
Peterborough Lock Co ..... inside back cover
Pink, Thos 13
Plymouth Cordage Co 32
Queen City Oil Co 63

Ramsay, A., & Son Co 73
Robertson, James Co., Toronto 73
Robertson, Jas., Co., Montreal 16
Rodgers, Jos., & Sons 63
Ross, Art., Co 36
Round, Jno. & Son 14
Ryan, Robt. Co 17

Samuel, M. & L., Benjamin, & Co 6
Seymour, Henry T., Shear Co 78
Sharratt & Newth 78
Sherwin-Williams Co 65
Simonds Mfg. Co 33
Simonds Canada Saw Co 19
Smith Hardware Co 80
Stairs, Wm., Son & Morrow 87
Standard Chain Co 16
Standard Paint and Varnish Co 73
Star Expansion Bolt Co 27
Steel Trough and Machine Co 30
Stephens G. F 83
Stevens-Hepner Co 77
Stewart, Jas., Mfg. Co 22
Still, J. H., Mfg. Co 1

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H., Co ..... outside back cover
Tonks, Limited 80
Toronto Furnace and Crematory Co 35
Toronto Plate Glass Importing Co 34

U.S. Fire Protection Co 34
U.S. Steel Products Export Co 37
Want Ads 61
Warren Mfg. Co 29
Watson Jack, & Co 79
Welch, W., & Son 19
Wostenholm's Cutlery 76
Western Assurance Co 79
Western Wire and Nail Co 30
White Mop Wringer Co 36
Whitman & Barnes Mfg. Co 11
Wiebusch & Hilger, Ltd 29
Wilckes, Martin & Wilckes 75
Winnipeg Ceiling and Roofing Co 63
Woodstock Waggon Co 36
Wright, E. T., & Co 34

CLASSIFIED LIST OF ADVERTISEMENTS.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Ash Sifters
The McBrien Mfg. Co., Ltd., Toronto

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.
Geo. Langwell & Son, Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

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Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
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Star Expansion Bolt Co., New York

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Penberthy Injector Co., Windsor, Ont.
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Stevens-Hepner Co., Port Elgin

Burners.
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Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
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Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
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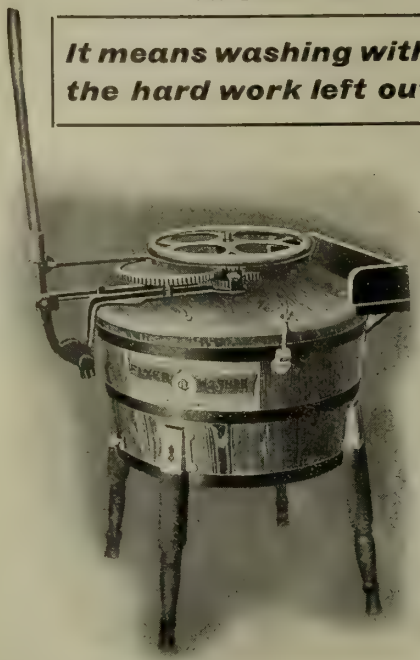
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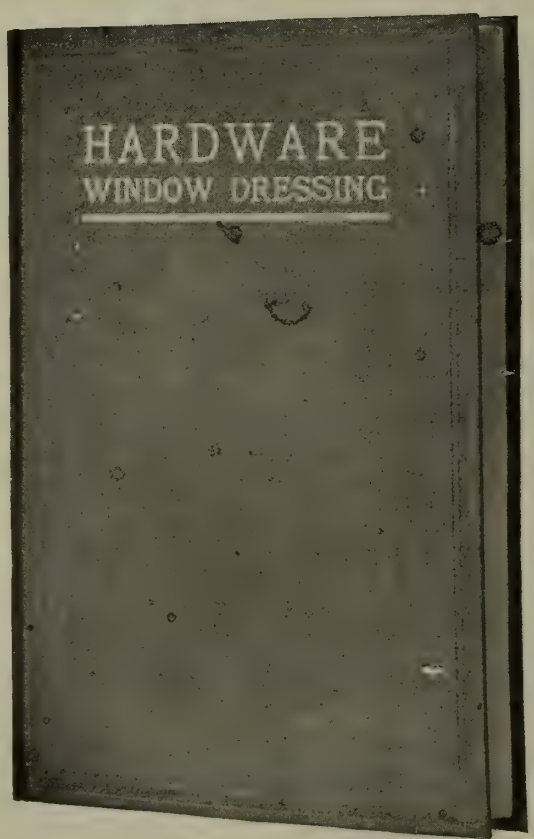
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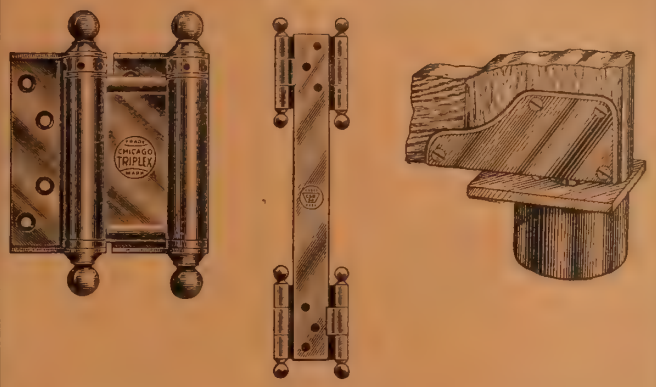
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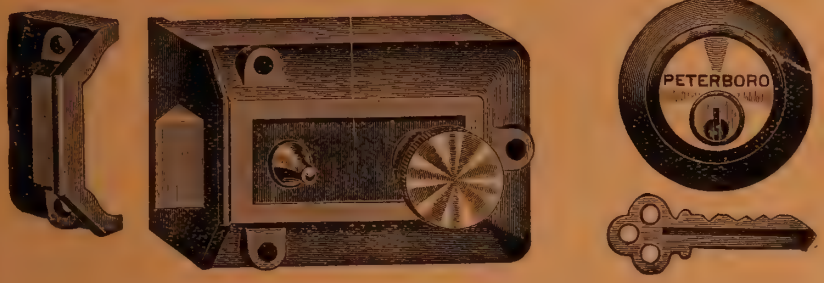
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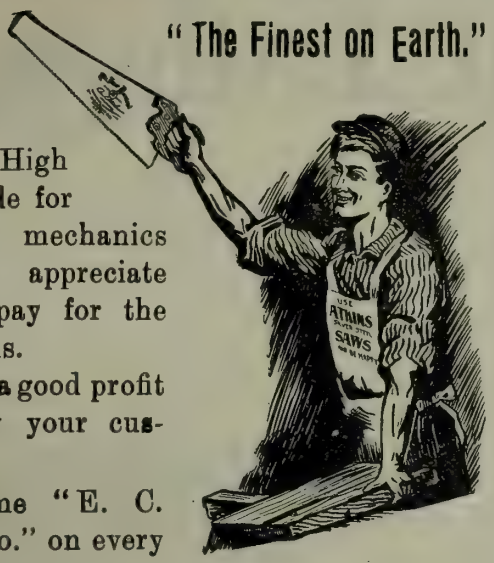
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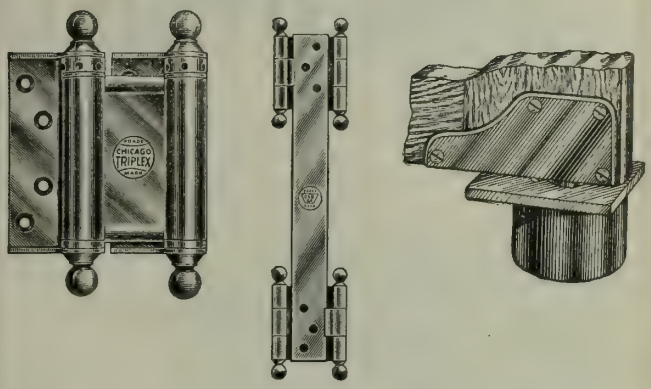
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Metallic Rock Faced Siding, "Eastlake" and "Empire" Steel Shingles, Metallic Ceilings and Walls, Cornices, Finials, Ventilators, Skylights, Conductor Pipe, Eavetrough, Corrugated Iron, "Impervia" Fireproof Glass Windows and Doors, and a general line of Architectural Sheet Metal Goods.

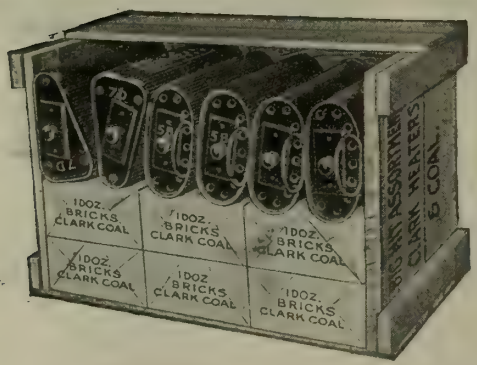
We will send you full information and suggestions for its many uses if you will write us.

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1796

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

"Big Hit"

Black Diamond Axes Fully Guaranteed

BLACK DIAMOND — The Mark of Quality — BLACK DIAMOND

Any customer buying Axes of this Brand, that prove defective through any fault of manufacture, we will replace Free of Charge.



Single Bit

Axes bearing this Brand are the best axes made.

We would like you to send us a sample order and prove it.

Prices reasonable

Stocked in all popular shapes, both Single and Double Bit.

Black Diamond Axe Catalogue

No. 39

will be supplied upon request.



Double Bit

BLACK DIAMOND — The Mark of Quality — BLACK DIAMOND

LEWIS BROS., LIMITED

Exclusive Distributors

MONTREAL

OTTAWA **TORONTO** **CALGARY** **VANCOUVER**

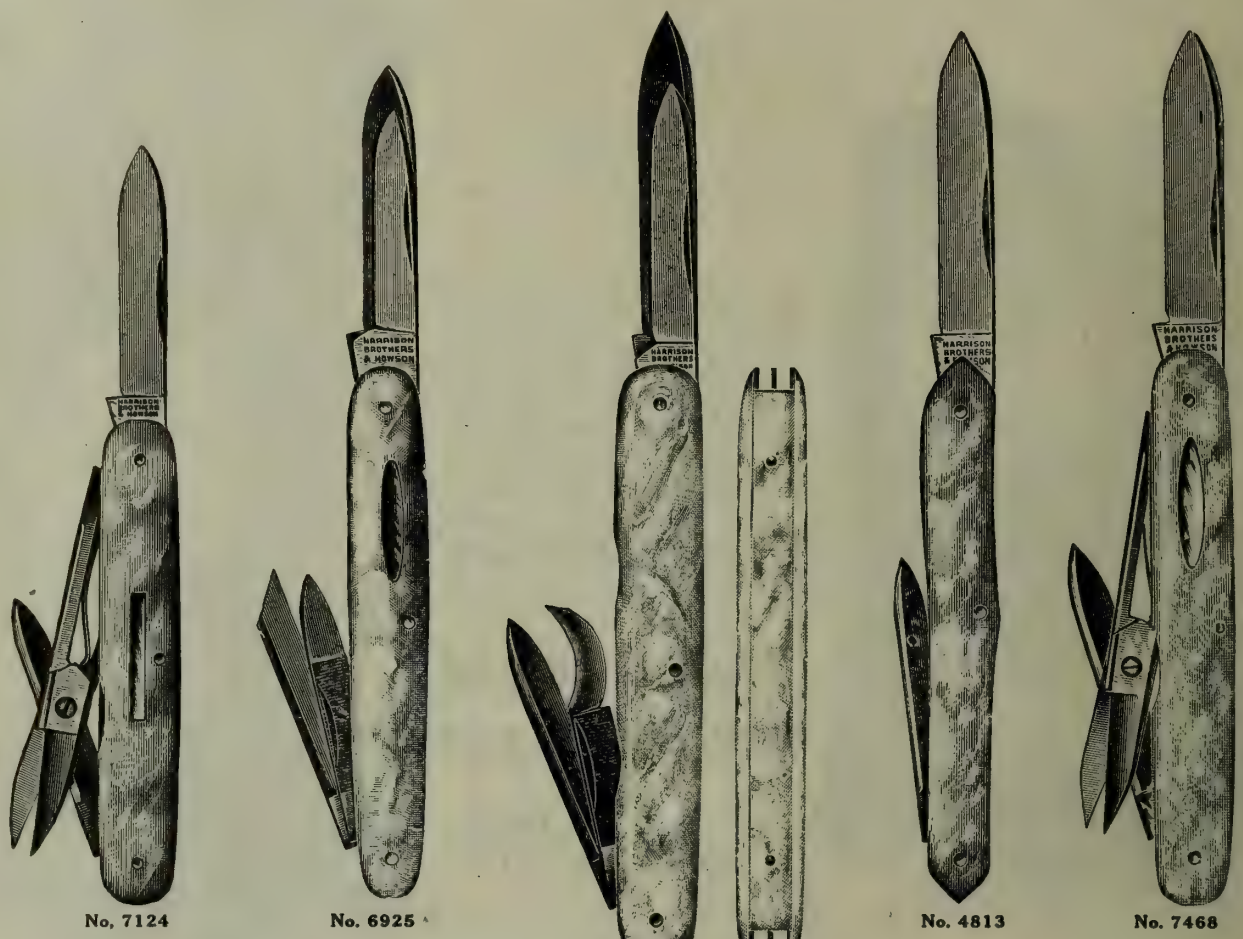
HOLIDAY GOODS

EVERY MERCHANT SHOULD HAVE A LINE TO PUSH!

If you want to increase your Profits during the Holiday Season, place an order with us now for

Harrison Bros. & Howson Cutlery

Can't be beaten in quality or price.



No. 7124 No. 6925 No. 6791 No. 4813 No. 7468

Everybody needs a Pocket Knife. **Large profits made on this line.**

All Hardware Merchants should carry an assortment of Harrison Bros. & Howson's Pocket Cutlery. Place a sample order now, and take this opportunity to inspect their superior quality and good selling value.

Ship Promptly. **Ask Our Travellers to Show You Samples.** **Ship Promptly.**

FROTHINGHAM & WORKMAN, Ltd.

F. & W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F. & W.



Dead Shot Powder

in Black or Smokeless, is a powder you may become enthusiastic about, because it contains all the points that are appreciated by sportsmen the country over. It is packed very conveniently, in suitable tins, and is

Known As "Stability" Dead Shot

Always to be relied upon at the traps or in the bush. The makers, American Powder Mills Co., have records which show this powder to be undoubtedly superior in all respects. Send us your orders. The powder will sell itself.

Buy Now

FROM

H.S. Howland, Sons & Co.

LIMITED

Wholesale Hardware Merchants

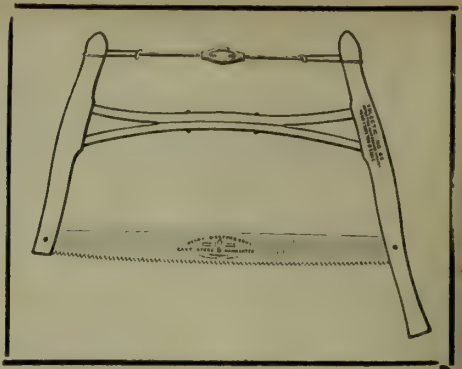
We Ship Promptly. **Toronto** Our Prices Are Right.

Graham Nails Are the Best.



Disston quality has made the DISSTON plant grow to Fifty acres since 1840.

How Disston "Bucksaws" Make Customers



This is only one of a list of shapes and styles. See catalogue mentioned below.

YOU can't safely tell an experienced bucksaw user "one make of bucksaw is like any other." He knows, through actual use, what differences there are. It is because of the absolutely unvarying uniformity of DISSTON Bucksaws that dealers make not one but SEVERAL sales and profits.

Some of the reasons for the steady increase in the plant of the DISSTONS is the increasing call from shrewd dealers for DISSTON Bucksaws. Pointing to the actual truth about DISSTON Bucksaws wins the customer, with that resulting profit---and it wins him back again, with other resulting profits, for experience with a DISSTON Bucksaw bears out every recommendation you give it.

Show your customer the wood seasoned for several years—the variety of shapes to select from---the styles of blades---the bracings---the varnishing---the weather protection---the ease of handling---the strength ---the qualities for heavy cutting---the absolute rigidity---the fact that in a DISSTON Bucksaw there is positively no lost motion or "give."

Behind every DISSTON Saw, Tool or File you sell there is a profit for you---and after that a steady stream of profits. The highest quality never fails to bring a customer to your shop again.



FREE If you haven't got the latest DISSTON Catalogue, send us a postal. It gives clear and complete descriptions of DISSTON Saws, Tools, Steels and Files, in all the various styles and makes. This new Catalogue may mean a handsome addition to your profits.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, - - PENNSYLVANIA

PIG IRON

ALL GRADES

Prompt or Forward Delivery

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

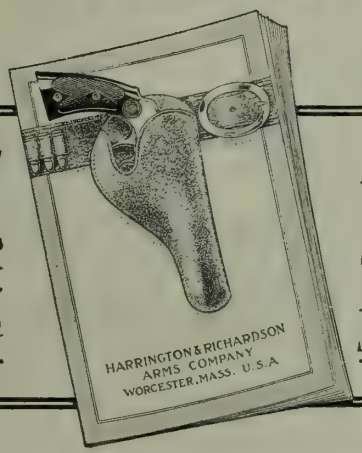
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REVOLVERS **H & R** SINGLE GUNS

TRADE MARK

TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

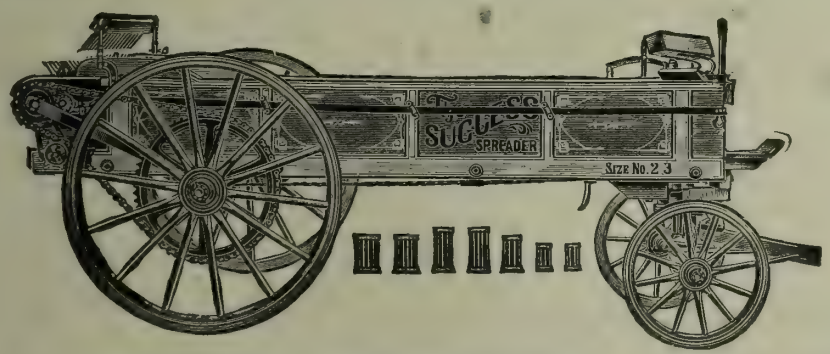
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Harrington & Richardson Arms Co.
615 Park Ave., Worcester, Mass.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

YOUR LAST CHANCE TO HANDLE GOOD AND CHEAP RIFLES!

FURTHER IMPORTATION PROHIBITED BY THE CANADIAN GOVERNMENT

GERMAN ARMY CARBINES

SINGLE SHOT RIFLE ("MAUSER") MODEL 71



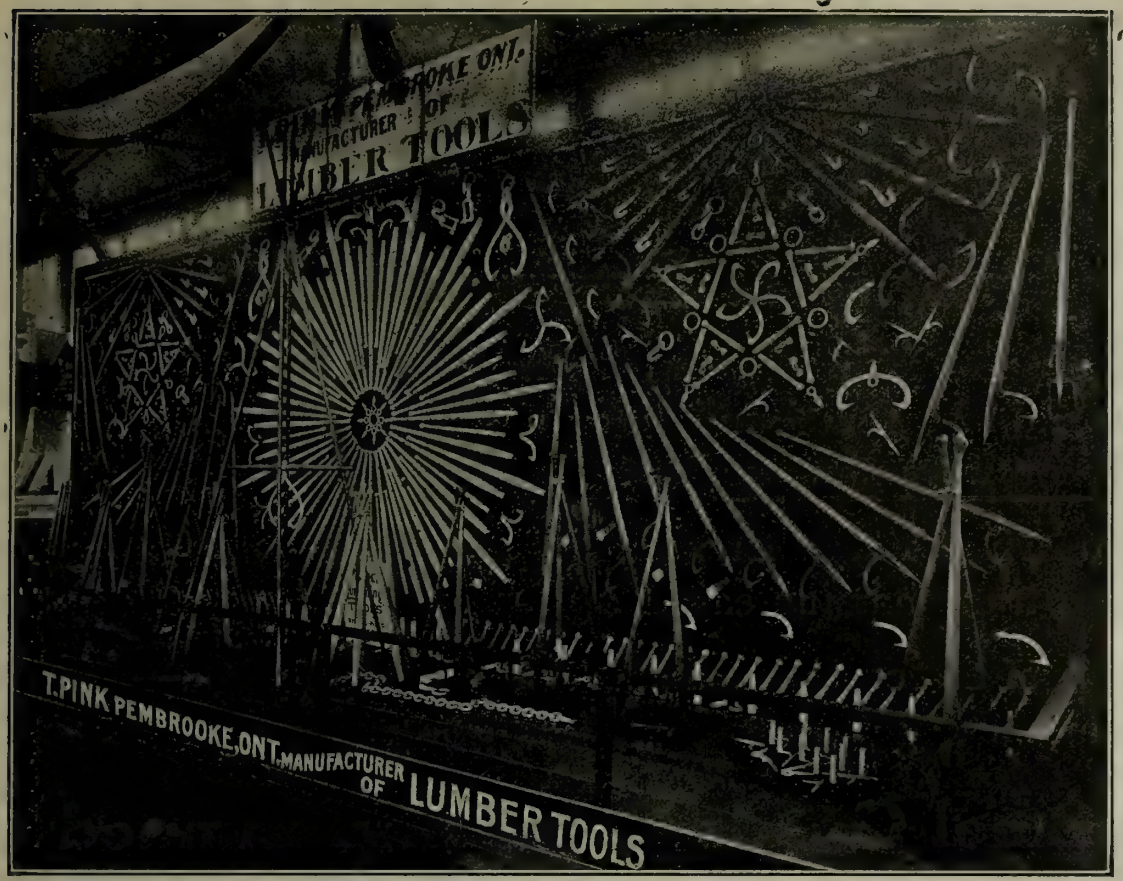
Bolt Action, Caliber 11 m/m or 43. Used, but GUARANTEED SATISFACTORY.
Length over all 39 in. Length of Barrel 20 inches. Weight 7½ lbs.
The Breech Block, Lock and all working parts are made of fine tool steel.
This Carbine is very popular with the Officers of the German Army for target practice. It is splendid for hunting Deer and Larger Game. Very handy in the bush, very strong and light in weight. A safety lever locks the Carbine so that it cannot be fired, nor the breech block opened until the lever is released, this device makes it absolutely safe.

CARBINES, RETAIL PRICE EACH $8.00

Including a Good Profit for the Dealer

FOR SALE BY

Wood, Vallance & Leggat, Limited,	Vancouver, B.C.
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Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

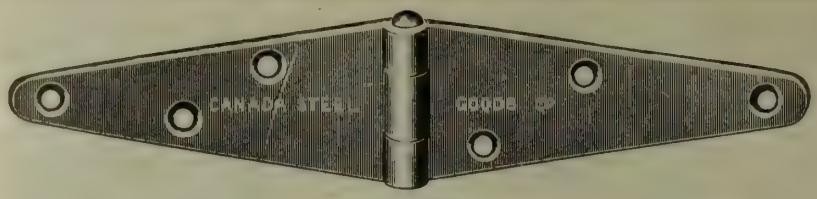
It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Crescent Brand
Registered



Quality is Rewarded

We have shipped so far this year **4** times as many Butts and Hinges as we did last year—and have not had one complaint about quality or workmanship.

The merchants who handle "Crescent Brand" Butts and Hinges know how their trade has increased.

You can get them direct if your dealer will not supply you—and they cost no more.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, CANADA



Self-Measuring Box Strapping



put up on individual hangers, 300 feet to the coil, 20 coils to the case.

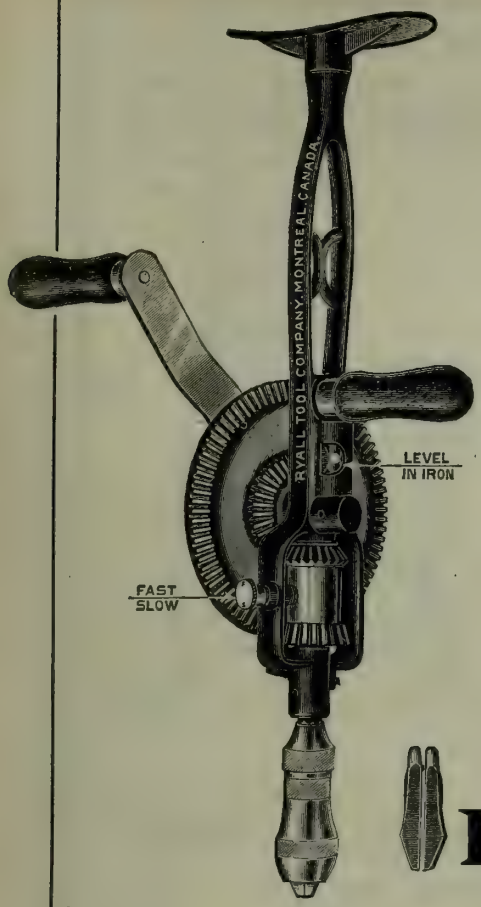
So far ahead of the ordinary Box Strapping that there is no comparison.

43 Scott St., TORONTO — J. N. WARMINTON — 207 St. James St., MONTREAL

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



No. 70

No. 70 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLES—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated, with knurled sleeve, holding round or square shank drills. Two (2) pairs of jaws supplied with each drill.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other, readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S", at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight: 61 lbs. per doz.
Packed one drill only in a linen reinforced cardboard box.

Write for catalogue

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.



IF YOU ARE REQUIRING

WOOD SCREWS
In Iron, Brass or Bronze

be sure and specify our make.

We have a splendid forty years' reputation for quality to maintain, and we do not make any "seconds" goods. Order to-day through your jobber.



OTHER LINES ARE

Machine Screws, Wire — Bright, Coppered and Tinned, Stove and Tire Bolts, Tacks, Sleigh Shoe Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails; Bright Wire Goods, etc.

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

THE NEW

"BLUE BELLE" WASHER

is rapidly gaining the favor of those who prefer a machine of the "rubber" type. The clothes are held against the lower rubbers by the upper board, which turns in one direction while the tub revolves in the opposite direction. This makes quick work of the washing—and is a distinct "Blue Belle" feature. Base and wringer-stand are light, strong and handy.

The "BLUE BELLE" Wringer has no equal among Canadian-made or imported machines. Rolls guaranteed for five years.

The two "Blue Belles" make a splendid selling combination.



DAVID MAXWELL & SONS

ST. MARYS, ONTARIO

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CONGO is a roofing that is made and sold in handy rolls all ready to lay. Nails, cement and caps in sufficient quantity are packed inside so that there is nothing else to buy. The caps are galvanized iron instead of the usual tin and so they do not rust. Ordinary caps soon rust and become useless. Leaks and trouble result.

Any man can lay Congo Roofing. It demands no special skill or experience.

Congo is applicable to any building and to any kind of roof, although it will give best results on sloping roofs. It can be laid on farm buildings right over old shingles; it is so tough that the rough surface will not hurt it. It can be used on factories and the fumes of coal smoke will do it no damage.

Congo suits every purpose and every purse, because it is made in three grades, namely: 1-ply, 2-ply and 3-ply. The 3-ply is guaranteed for 10 years. The guarantee is a real *guarantee*, and does not require a lawyer to enforce it for you. It consists of an Insurance Bond issued by the National Surety Company and is enclosed with each roll of Congo Roofing ready to be filled out and sent in for registration.

Samples of Congo and new booklet mailed free on request.

United Roofing & Manufacturing Co.

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REPEATING RIFLES
AT 1/8 ORIGINAL COST



Many a sportsman in the United States or Europe would gladly give

$5,000.00

for a chance to shoot a fine

POLAR BEAR

such as Mr. Peck did on the Northern Coast of Labrador at Cape Chudleigh.

His weapon was one of our

SWISS REPEATING RIFLES

which he purchased for **$5.00**

Our price to dealers is **$3.25** each, F.O.B. Montreal.

Long range and quick handling, easy working repeating mechanism. Capacity 13 shots, double extractor, Armory steel barrels, 1,000 yard sights.

Last opportunity to purchase, as the Government has prohibited further importation of this perfect rifle. Large supply cartridges at $25.00 per thousand.

Caverhill Learmont & Co.

Montreal



Why not sell

STRUCTURAL STEEL ?

Every day sees more steel being used in every class of building. Why not get after this profitable trade which is right in your line ? We will quote you close prices, protect your interests, and assist you all we can.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

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Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



Don't tie up your capital

in slow moving goods—handle quick selling lines like

BASKETS



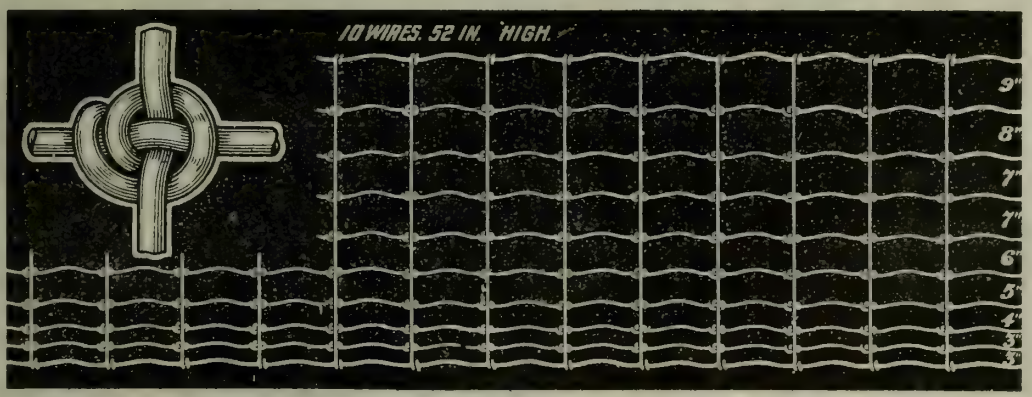
Ours, you will find, are much better finished than the common run of baskets, as we give great care in the selection of the raw materials, and we also have a thorough system of inspection.

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H. W. NELSON & CO., LTD.

Toronto, Ontario





This cut illustrates only one of our popular styles of "DOMINION SPECIAL" Field Fence.

Our Fence is strictly a Canadian Product, as we draw and GALVANIZE our own wire, and, therefore, guarantee every rod of it

Prospects for next Spring's Fence Trade are exceptionaly bright, therefore it would be to your advantage to stock early our "DOMINION SPECIAL" Field Fence. Write us.

Dominion Wire Manufacturing Co., Ltd., Montreal



THE

Dillon Hinge Stay Fence

is the BEST, because it will give under pressure without bending the stays, the hinge stay being a joint in the upright at every strand wire.

Its attractions are the quality of wire, hinge in the stays and prices. It is no dearer than an inferior fence.

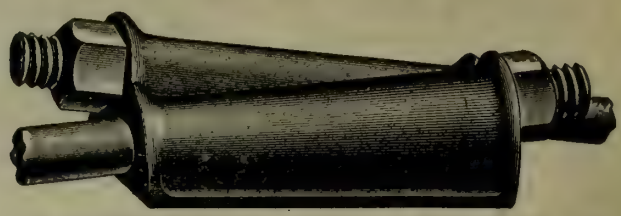
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THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
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FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

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Special Milled Work

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Uniform Product, Accurately Machined

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Fig 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

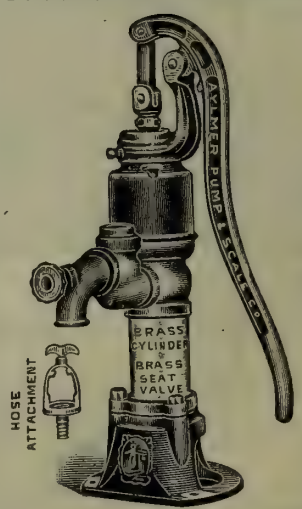
Catalogue and prices on application.

The R. McDOUGALL CO.

Galt, Canada LIMITED

THE AYLMER

DOUBLE ACTING HOUSE FORCE PUMP



With Cock Spout and Reversible Handle, has Brass Cylinder, fitted with Brass or Glass Valve Seat. Arranged to drop the water to prevent freezing.

The reversible handle can be placed at any angle, thus making either a right or left hand, or straightaway pump, as desired. It is built on the plan of our submerged Cylinder Well Pump, is double acting, has heavy seamless brass upper and lower cylinder with brass or glass valve seat and expansion plunger bucket. It is compactly built and very powerful. The base is a new and neat design and is attached to the cylinder by means of three heavy cap screws.

The expansion plunger is a feature not found on any other make of pump. By means of the rubber disc in connection with the cone-shaped stem, the leather on the upper plunger can be expanded by means of an ordinary wrench, turning the adjusting nut on top of pump to the left without removing the pump from the well. This enables the user to keep his pump in proper adjustment without the expense of a pump expert.

WE SOLICIT YOUR ENQUIRIES

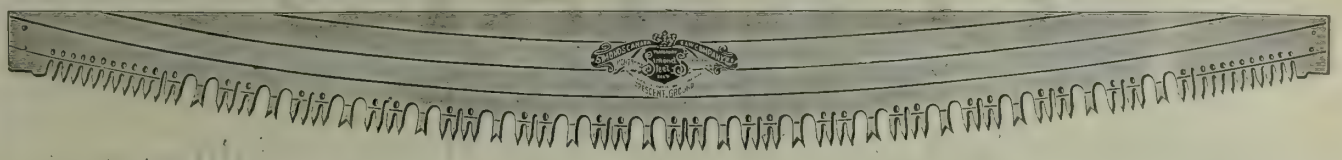
AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q , Vancouver, B.C., St. John, N.B.

A Profitable Line

In every hardware store a profitable line to handle is

Brooms, Brushes and Woodenware

and you will find that no line of these goods will sell more quickly or will yield you better profit than that manufactured by

Thomas Bryan, Limited, London, Canada

*Western Representatives :—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***

Mensuration for Sheet Metal Workers

By WM. NEUBECKER

All Sheet Metal Workers are aware of the numerous problems arising in finding areas, dimensions and capacities of products turned out from the shop—hence the value of this book, giving the principles of the art of measurements as applied in working ordinary problems in shop practice. It gives the methods for finding the length, areas and volumes of geometrical forms, pipes, etc. Every Mechanic, Shop Foreman and Apprentice should have a copy.

51 PAGES PRICE 50c. 70 FIGURES

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front Street East Toronto, Canada

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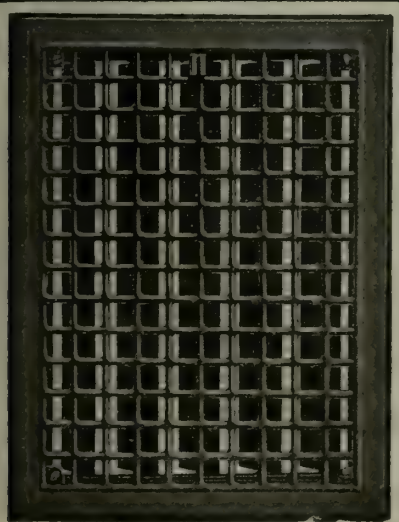
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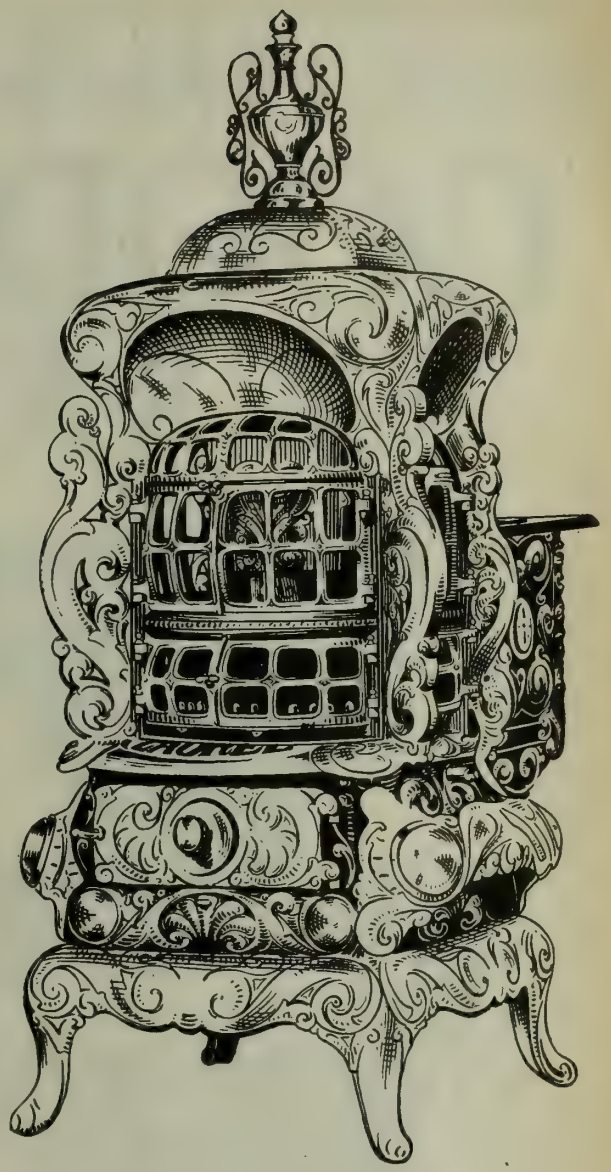
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Fig. 162

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Fig. 158

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Fig. 159

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Fig. 165

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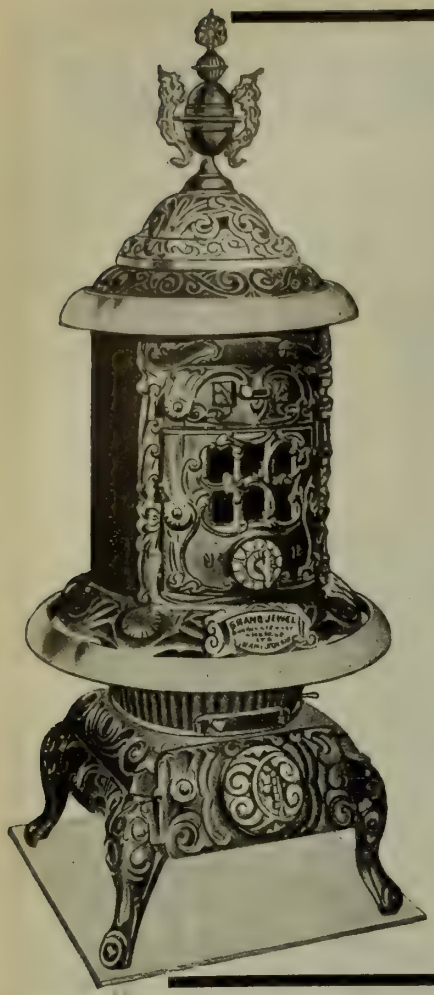
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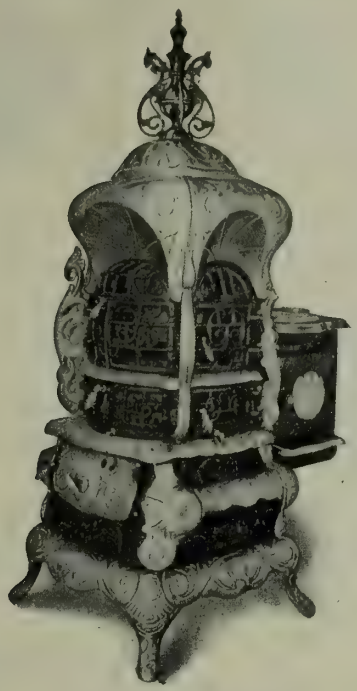
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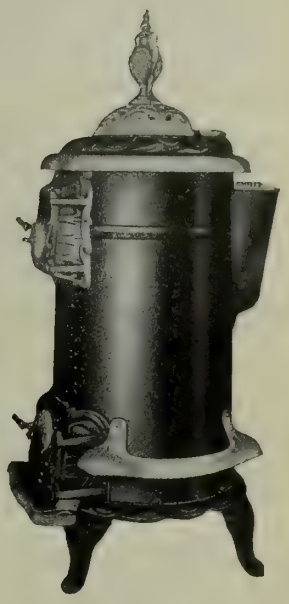
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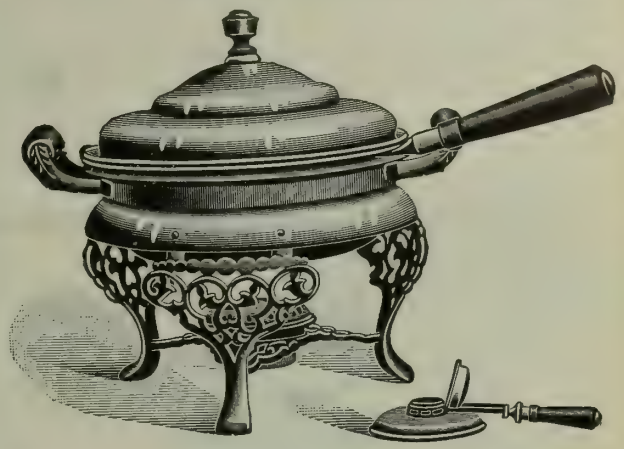
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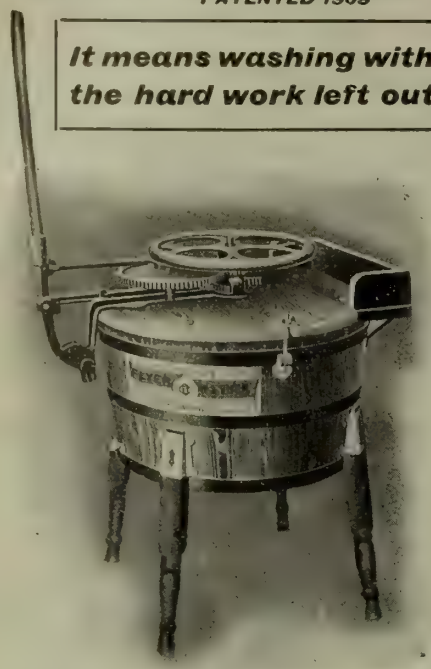
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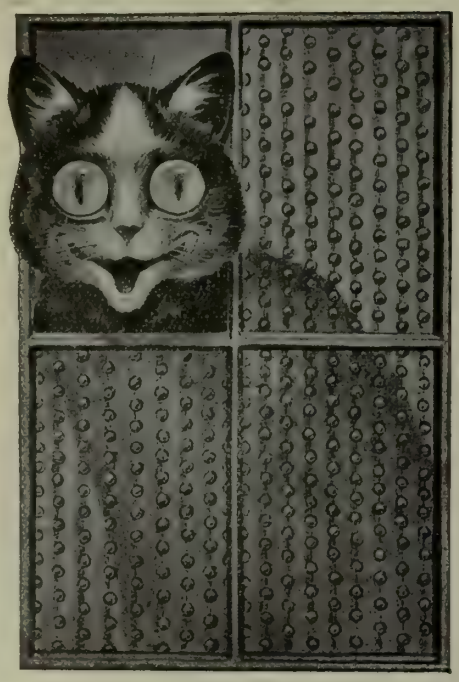
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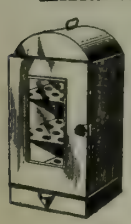
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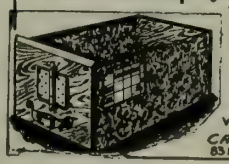
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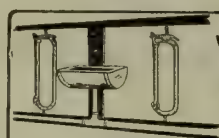
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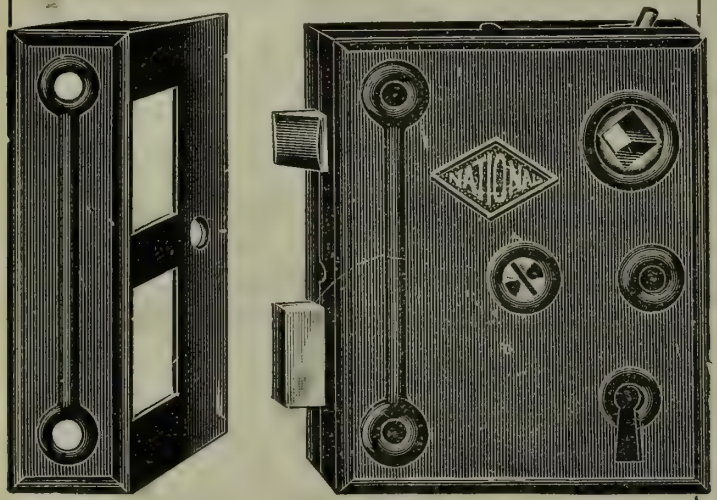
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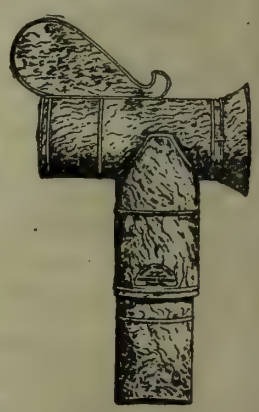
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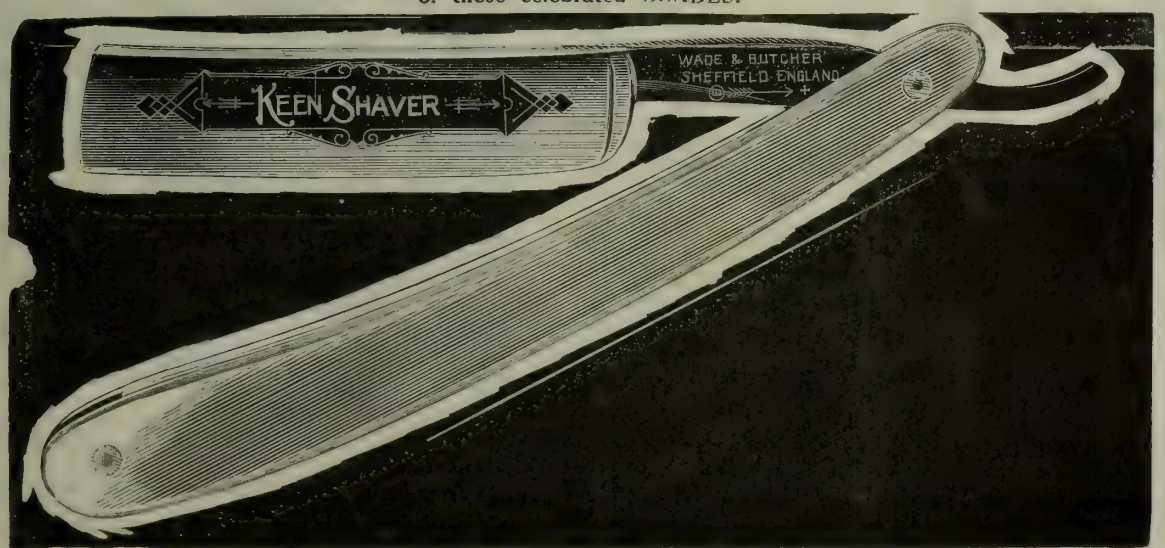
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Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

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ARE "WADE & BUTCHER'S," OF SHEFFIELD, ENG.

YOU WILL be asked for them all over. Because OVER A CENTURY of RAZOR-MAKING experience is behind every one of these celebrated BLADES.



ALL the safety razors in the world will never stop the sale of BUTCHER'S fine hollow ground brands, all of which were originated by W. & S. Butcher, of Sheffield, Eng. We put them up in cases to suit your gift customers, and, for a man, no present pleases more. Every razor is set for use, and is WARRANTED to shave to PERFECTION. Excellence, durability and easy to use, are the cardinal elements. INCLUDE these RAZORS in your next order to your nearest jobber. All up-to-date jobbers keep Butcher's goods.

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AT WELLAND, ONTARIO

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Manila Rope	Transmission Rope	Bale Rope
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"SALUTE"

Sight Feed Oilers

are the best there are when your customer wants something "extra good."

"They are no dead ones."

Put in an assorted stock and see for yourself.

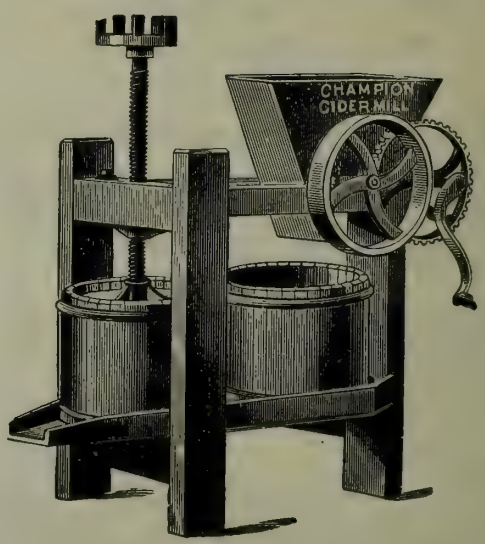
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Manufactured by

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Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
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TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

STEAM SUPPLIES

PROFITS are made by you.

DOLLARS are saved by your customer who uses J.M.T. Steam or Plumbing Goods.

If you want the lines that look GOOD and that wear BETTER, then J.M.T. are the BEST to get—They're "Quality Guaranteed."

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West ***TORONTO***



TORONTO Gendron CANADA **Goods for Christmas Trade**

Cut on left shows our **Wagon Hood Top Auto**

A well-made attractive line, which is having a splendid sale. Send your order in at once and get in at our reduced prices.

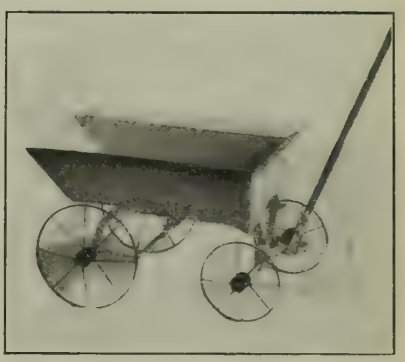
THE **Dump Wagon** shown on right is a solidly-built toy, which has a variety of uses.

Write for catalogue.

All goods made in Canada.

Children's Sleighs still on hand at low rates.

The Gendron Mfg. Co. Ltd. - Toronto



Dump Wagon



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Oshawa Galvanized Steel Shingles

You can't afford to roof a thing without Oshawa Galvanized Steel Shingles. Good for a hundred years. Send for the free booklet.

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Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

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You can gain buying from us everything in the line of Fireproof Building Materials for Exteriors and Interiors. Free Catalogue for the asking.

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about better ceilings. Tells of two thousand designs for every sort of structure from a cathedral to a warehouse proves why our ceilings cost less. Get the book. Ask our nearest office.

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Ask US to quote you for

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Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

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HOYLE ROBSON BARNETT & CO. Ltd.

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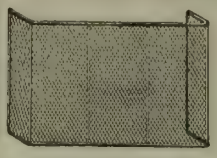
35 CLOSE, NEWCASTLE ON-TYNE ENGLAND

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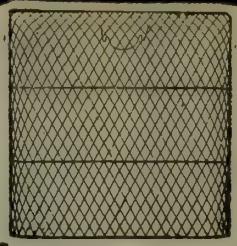
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We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.

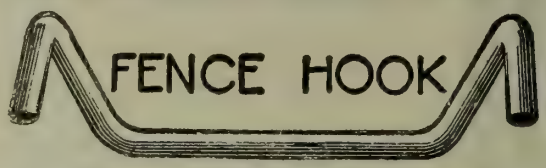


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We manufacture all grades of ***Wire Cloth and General Wire Work.***

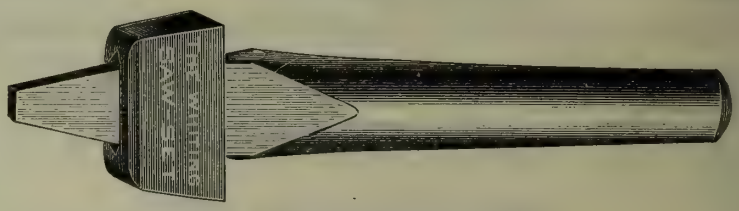
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GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



WHITING SAW-SET

None genuine unless stamped ***"Patented."*** Take no imitations.

If your jobber does not stock them, write us direct.

R. Dillon & Son, South Oshawa, Can.



Lawn Fences

ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and terms to dealers.

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LONDON, ONTARIO

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO



THE

"DAISY"

Sanitary Earth Closet

for indoor use is proving a perfect boon to farmers and others living in places where a water-closet is not practicable.

It is made entirely of metal, except the seat, and is neat, compact, and ventilated.

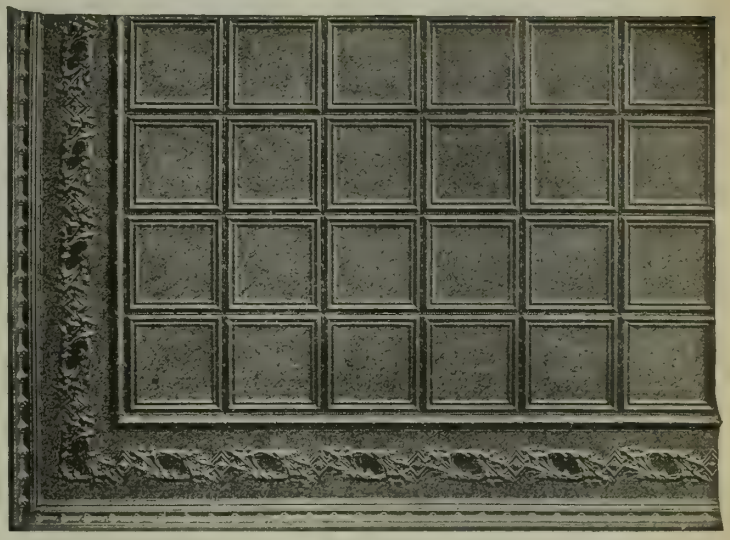
It is easily set up, and being made of metal, it cannot be permeated by any odors. Write for a circular.

Price $10.00

Liberal discount to the trade.

THE TORONTO FURNACE & CREMATORY CO.
Limited
72 KING ST. EAST - - - - TORONTO

METAL CEILINGS

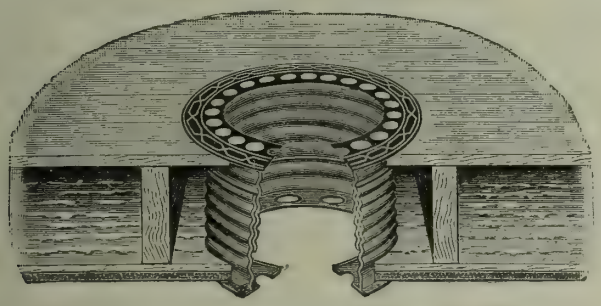


Before many years Metal Ceilings will be used almost universally. This is a wonderful field for the hardware dealer. Are you in line for the great development which is bound to come?

Our artistic Classified Designs will place you beyond the reach of competition. Write for a copy of our Free Trade Catalogue.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



Fire! Fire!! Fire!!!

Efficient protection from fire, no matter what the style of building may be, is assured by using the

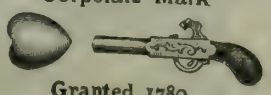
DAVY AUTOMATIC SAFETY FIRE ESCAPE

Gained the first prize of $100 offered by the Commercial Travellers' Association for the best escape. Write for booklet and prices. You can handle this line most profitably.

UNITED STATES FIRE PROTECTION CO.
Utica, N. Y.

Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

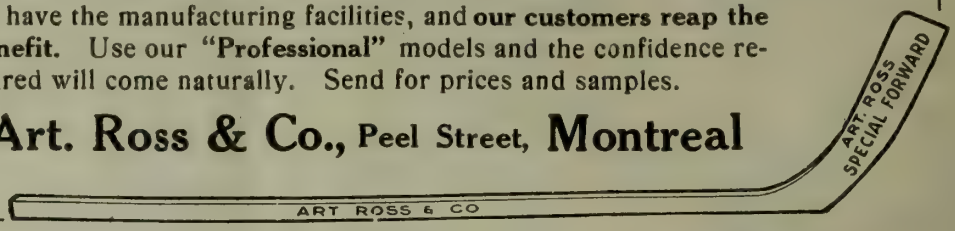
CHAS. MORRILL, - 271 Broadway, NEW YORK



"Art." Ross Special Hockey Sticks

Practical experience and familiarity with all models used by players all over the continent, enable us to turn out our Special Hockey Sticks **in a class by themselves.** We know what the players want. We have the wood, we have the manufacturing facilities, and **our customers reap the benefit.** Use our **"Professional"** models and the confidence required will come naturally. Send for prices and samples.

Art. Ross & Co., Peel Street, **Montreal**



For the Fall and Christmas

trade do not fail to carry a stock of

BUSTER BROWN

Children's Summer and Winter Coaster Express Wagons and Sleighs.

Handy around any House, Store or Farm



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Manufactured by

The Woodstock Wagon & Mfg. Co.
Limited
Woodstock, Ontario

The JAS. STEWART Mfg. Co., Ltd.
Winnipeg, Man.
Sole Agents for Western Canada.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

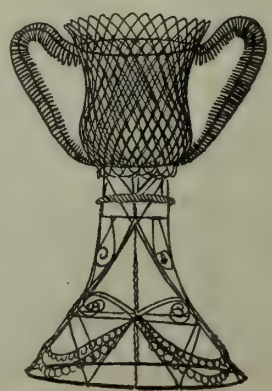
Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL



Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings,** etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons
KINGSTON, ONT.

Write for new Illustrated Catalogue.



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.
Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

United States Steel Products Export Co.

MONTREAL

STEEL WIRE

IN ALL GRADES

QUALITY

OF ANY KIND

This is the only inducement we have to offer for your enquiries, and if that forms part of your requirements we should be pleased to quote you on any of our products, condensed list of which we give below.

Car Wheels — Forged and Rolled

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Forgings — Axles and Specials

Spring Wires — Any Kind

Splice Bars and Fish Plates — To Any Specifications

Switches and Frogs

And Other Special Work

SEND US YOUR ENQUIRIES

Dominion
IMPROVED & PROVED
Ammunition

WHEN a man fills his belt with ammunition he should assure himself that each cartridge is as perfect as human skill, ingenuity and careful inspection can make it.

DOMINION metallic ammunition is that kind. Made by Canadians for the whole world.

PRICES are right, goods are right. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal



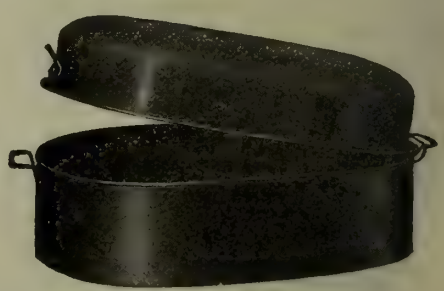
Kemp's Seamless Savory Roasters

Self-Basting ***Self-Browning*** ***Satisfactory*** ***Sanitary***

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain, smooth surface that's easy to clean



Prices on Application



FAMILY SIZE (17¼ x 11½ x 7¼ INCHES)

No. 200 Finest Siemens-Martin Blued Steel
Made in Pearlware only
Case lots - - - ½ doz.

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No. 400 Finest Siemens-Martin Blued Steel
Case lots - ¼ doz.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

U.S. Jobbers and Manufacturers Meet at Atlantic City

Fifteenth Annual Meeting of Hardware Jobbers and Seventeenth of Hardware Manufacturers—Canadians Present at Meeting—President's Address Indicates Strength and Outlines Benefits Derived From Association Work—Banquet to Dr. Cook—Address on Price Maintenance.

Reported by H. T. Hunter.

The fifteenth annual convention of the National Hardware Association and the seventeenth convention of the American Hardware Manufacturers' Associated were held at Atlantic City, N. J., last week, October 13-16.

The Canadian Wholesale Hardware Association for some years past has been represented by the president or vice-president and the genial secretary, J. Hardy. This year, however, both president Starke, of Montreal, and secretary Hardy, of Toronto, were indisposed and unable to be present. This year's convention, however, was the largest in point of attendance and the most successful, according to the opinions expressed by the officers in the history of the two associations.

Canadian Delegation.

S. R. Kennedy, Kennedy Hardware Co., Toronto, and Gordon Seybold, Starke-Seybole Co., Montreal, arrived the first day. They were introduced at the opening meeting by president Dudley who said they all regretted their old friend Mr. Hardy was unable to be present but they were glad to welcome two members of the Canadian Association and to extend to them an invitation to attend all their business sessions. Messrs. Kennedy and Seybold replied briefly, expressing the pleasure it was to them to meet so many old friends in the hardware trade. They appreciated the courtesy extended to them in inviting them to attend their meetings and would be glad to take advantage of this as they had come to listen and learn and they had no doubt they would be greatly benefited.

A. E. Gilverson, of Rice Lewis & Son, and his wife, arrived the second day of the convention and remained till the end of the week, when he left for New York City where he intended spending a week before returning to Toronto. H. G. Wright, of E. T. Wright & Co., arrived in Atlantic City a few days previous to the opening of the convention with the intention of resting up for a couple of weeks. The first day of the convention, however, Mr. Wright discovered he had a number of hardware friends in the United States and he was soon wearing a badge and taking advantage of the various social gatherings arranged for by the two associations.

The President's Address.

President Dudley referred first to the improved condition in the business world since they met together a year ago in Memphis, Tenn., and particularly since their last meeting at Atlantic City which was in October 1907, in the very worst part of the panic. While business conditions during the past year had not been entirely satisfactory there had been such a marked improvement in the past few months that it was a matter for congratulation. The improvement has gathered strength and momentum till to-day the business outlook did not present a cloud on the horizon.

The "tillers of the soil," who constituted the basis of prosperity in this country, were certainly enjoying a season of good fortune, peace and plenty. They were harvesting this year more than an average crop and were marketing it at prices far above those of previous years, thus making it exceedingly profitable. The large increase in exports and imports of our country indicated a return of active business conditions. The time for retrenchment, restriction and limited effort was behind them and they could look with confidence to the future. Renewed activity was now noticeable in every department of the hardware trade.

Benefits of Association Work.

He believed members gave the association due credit for the helping hand which it had extended the trade during these troublous times: the great advantages of being organized and in close touch with the manufacturers had enabled them to quickly disseminate valuable information and conservative advice, thus preventing demoralization in prices on many lines of goods. The benefits of their work in preventing a general demoralized condition were not confined to their membership and the jobbing trade alone, but extended to all branches of the business, embracing both manufacturers and retailers.

The object of the association, as set forth in its constitution and by-laws was to create more cordial relations between each other as jobbers, and between their members and the manufacturers and their customers, the retail merchants of the country. They constantly had this foundation stone of organization uppermost in mind.

He referred to the great change that had taken place in the past fifteen years in the way goods were marketed. Then ordinary consumers were frequently quoted jobbers' prices on very small lots, but through the educational influence of their various associations trade was now running to a greater degree than ever through its natural channels. This he claimed was in the best interests of all branches of trade as they had proven beyond peradventure of a doubt that goods could be placed in the hands of the consumer at a lower price when the manufacturer recognized the proper avenue of distribution.

Resale Prices.

In conclusion he stated there were many questions which would come up for discussion before them but probably the most important was the fixing of resale prices. Their association had never made any price agreement and probably never would but he would throw out a suggestion to manufacturers that they would probably realize that the solving of the question of the perpetuation of their good names would depend in a large measure on the efforts which they would put forth to make the sale of their goods profitable to both jobber and retailer.

A very interesting paper was read at one of the lgter sessions on the question of "Price Maintenance," by R. E. Shanahan, of Bissell Carpet Sweeper Co., Grand Rapids, Mich., which is reproduced on the following page.

Future Outlook.

One of the most interesting discussions at the convention was on the subject "The Future: Is the Prosperity of Former Years Approaching?" Robert Garland, President of the American Hardware Manufacturers' Association was the first speaker. He stated that in his home city in Pittsburg nearly all the great iron and steel mills were practically running on the old time basis.

Based on demand entirely prices were gradually but slowly readjusting themselves. There were no indications of a boom and he hoped there would be no such a thing as a runaway market. He might say, however, that the day before he left Pittsburg one large manufacturer had told him he had asked for one hundred cars and he had only been able to get fifty. This was a sign of the times and he predicted there would not be such quick deliveries during the next year as they had been able to give during the past eighteen months. He regretted the appointment of a "Tariff Board" as it would tend to create a feeling of uncertainty which was not conducive to their plants doing the maximum amount of business as manufacturers would not extend their plants unless they were convinced of the stability of present conditions. From all accounts however, they had nothing to fear at present as their efforts would for some time be along the lines of international problems. To sum up he would say business was good and was getting constantly better. What they wanted was good business at fair prices, no boom and no runaway market.

R. R. Williams, editor of the Iron Age, and S. Norwell, of Norwell-Shanleigh, St. Louis, spoke in the same confident tone regarding the prospects for business in 1910.

The Banquet.

The annual banquet took the form this year of a testimonial banquet to Dr. Cook, the discoverer of the North Pole.

Dr. Cook on being introduced by toastmaker Dudley received a great ovation which showed clearly there was no doubt in the minds of those present as to who was the first man to find the "Big Nail."

At the outset Dr. Cook stated that the hardware industry was represented at the pole as it was in every walk of life where work and brains count for

success. The amount of hardware on their sleds, however, did not promise a very big business return for the future. There were ice plates or shoes for the sleds, guns, knives, hatchets, lamps, aluminum pails, cups, spoons, a complete list, weighing only twenty-five pounds, but without it the pole would have been impossible. To those gentlemen, some of whom were present who manufactured such articles was due a part of the credit and honor of success.

Dr. Cook then gave a detailed account of his trip to the pole which was listened to with intense interest by every one of the seven hundred members who were present.

ADDRESS ON PRICE MAINTENANCE.

The address delivered at the Atlantic City convention by R. E. Shanahan, treasurer of the Bissell Carpet Sweeper Co., Grand Rapids, Mich., referred to in the foregoing report, is as follows:—

My talk to you will necessarily be brief, and as we say that advertising is not literature, so the treatment of a business topic may wisely be couched in plain phrase and not raised to the dignity of oratory. Candidly speaking, if I should attempt a serious oration, I am afraid I would be in the position of the man who was called upon to make an after-dinner speech, and who said something like this: "My friends, it is alleged that according to the Darwinian theory, it took the monkey four thousand years to evolve into man. Now, if I should attempt a speech, I would show you how man can make a monkey of himself in five minutes."

From my point of view, the policy of price maintenance or restricted prices, is so broad in scope, so far-reaching in beneficent results, as to be worthy of the thoughtful consideration and earnest support of every manufacturer, jobber and retailer in this country. From an ethical standpoint, price maintenance typifies one of the best moral elements in the conduct of business; it is fundamentally sound in principle and preeminently just and beneficent in practice, fostering and stimulating as it does the best ideals in commercial life; promoting character in business, and securing to its devotees the confidence of the public, which is in itself a valuable commercial asset.

Entitled to Fair Profit.

There are certain inevitable laws in trade that affect in common the manufacturer, the jobber and retailer, and price maintenance recognizes the basic principle of commercial justice and equity, namely: that the manufacturer, jobber and retailer, in the process of distribution, are entitled to a fair living profit in the sale of any commodity. Experience has taught, and I believe you will all bear me out in this statement, that the maintenance of prices will more nearly insure the maintenance of the quality of an article, than any other factor contributing to its sale. Not only will the maintenance of prices insure the high quality of an article, but also its very permanence on the market as well. A hardware merchant of my own city, told me some time ago that price cutting, to his knowledge, had driven from the market many an article of hardware of the highest merit; and the reason for this is perfectly obvious.

In the beginning I said there were certain inevitable laws of trade that affect in common the manufacturer, jobber and retailer, and that work out with mathematical certainty; and one of these is that the article that is placed on the market without the stipulation that it must be sold at uniform prices, both wholesale and retail, will in a short time be retailed at such low prices as to destroy all profit in its sale, thus killing the demand for it with both jobber and retailer, leaving open to the manufacturer as a last hopeless course the lowering of his prices, which means the deterioration of the quality of the product; and so it seems to me that it can be logically maintained that price cutting is demoralizing from beginning to end, working detriment, disappointment and loss to all concerned—manufacturers, jobbers, retailers and consumers.

In order to expound the practical application of a sound, rigidly enforced system of price maintenance, I hope I may be pardoned for using in the main the Bissell Carpet Sweeper Co. as an exponent of this principle, for as I have never been conected with any other business, for accuracy of detail I must necesarily confine myself to what I know about the policy of price maintenance as exemplified in our business.

When the Bissell sweeper was introduced on the market thirty-three years ago, the policy of price maintenance, of fixed wholesale and retail prices, same to be rigidly enforced, was practically unknown, especially in connection with the sweeper business. No manufacturer of carpet sweepers except ourselves (until within the last few years, when they have been forced to follow our lead) ever conceived the idea of establishing fixed retail prices on his goods; and what has been the result? Except that an intelligent presentation of this subject demands a reference to our competitors and their business policy, I would not make such reference at this time; therefore, I trust I may be pardoned for making comparison to more clearly convey to you the things that lie at the bottom of this question, and that will serve to make clear the effect of price maintenance upon a business.

Carpet sweepers were manufactured and marketed long before the introduction of the Bissell, but the policy of our competitors from the beginning to the present time has been to seek recognition through the offering of lower prices, totally disregarding the retail prices with the result that their product has been sold at any price suiting the whim of the dealer, killing the profit for every other merchant handling the goods, and finally, doing the inevitable; killing the demand for the goods thus loosely marketed.

I want to emphasize here that it must not be assumed that our competitors have been men of mediocre ability, with limited capital, thus accounting for any little success we have had. On the contrary, we have had competitors made up of the ablest business men in our own and other cities, backed by vastly more capital than ourselves; but their failure to obtain prominence in the business was due primarily to two things; first, they have never made the carpet sweeper an exclusive line of manufacture, and secondly, their selling policy has from our point of view been greatly imperfect.

Considering that we have had competition all the time we have been in business, that our competitors in many instances have been men of unquestioned ability, and pronounced successes in other lines, and that they have had in many instances more capital than ourselves to prosecute their business; that they always claimed to have a superior product to ours; always offered it at a lower price than ours; what should be the reasonable conclusion as to the causes that have made the Bissell sweeper the recognized leader throughout the world? Simply this: With the beginning of our organization we established our business on a sound system of price maintenance, and saw to it that our prices were strictly enforced. The best proof I can give you as to the vital force and far-reaching effect of price maintenance in our business, supplemented by strong, consistent advertising, is to say that we are to-day manufacturing and marketing fully seventy-five to eighty per cent. of the entire world's consumption of carpet sweepers. The foregoing statement is not made boastfully or egotistically, nor is it intended to show the brilliancy of our organization. What is intended is to demonstrate to you through facts and figures what I conceive to be the power of a well-defined price maintenance policy supported by strong advertising.

Price Maintenance Complex Subject.

And now I take it that a brief outline of our methods of price maintenance will be of interest to you. As we sell the jobber as well as the retailer, you will appreciate the task of maintaining our prices is more complex and difficult of accomplishment than if we passed our goods through but one channel of distribution. It should be gratifying to any maufacturer contemplating the adoption of a price maintenance policy when I tell you that we have no great difficulty in obtaining the co-operation of both jobbers and retailers in the strict maintenance of our price. It is true that in the beginning, when the policy of restricting prices had been little advocated, and when it was not generally understood, many dealers felt that it

was a direct invastion of personal liberty and a positive usurpation of the dealer's prerogative to attempt to tell him the price at which he must sell a piece of merchandise, which he had bought and paid for. We have had many interesting as well as amusing experiences in the promulgation of price maintenance. A few years ago one of our customers in a remote western city informed us that one of his competitors, a sturdy German, was cutting the price on our goods, earnestly requesting us to have it corrected at once. We immediately wrote the recalcitrant merchant, and his Teutonic blood was deeply aroused, and his reply was as follows: "Gentlemen, I bot them schweepers, and d'are mine, unt I sell them at any brice I blease, or gif dem away, or eat em; now what you say?" We replied that, however, it might distress his alimentary canal, derange his digestive machinery, or test his fealty to Fletcherism, we could offer no valid objection to his eating the sweepers, nor could we consistently object to his giving them away; but that when it came to selling them at cut prices we did interpose most emphatic objection, and that we hoped to have his early assurance that our fixed retail prices would be strictly maintained. Not hearing from him for some little time, we wrote again, and here was his reply: "Gentlemen, You t'ink you can dictate to me; I tell you I gif away every one of dem damn schweepers." And here the incident closed.

Mark the change of sentiment on price maintenance: To-day we are having the loyal support and co-operation of all the best jobbing and retail trade in this and foreign countries; and right here I want to say that in my judgment there never was in the history of merchandising a more opportune moment to inaugurate a price maintenance policy than the present.

Price Maintenance Growing.

Price maintenance has been adopted by so many manufacturers during the past few years, and the principle has been so productive of good results and has been approved so generally by the best jobbing and retail trade of the world, that I would strongly urge and recommend to any manufacturer who is producing an article of quality, protected by either patent or trademark, to lose no time in adopting a policy of restricted prices, as far as this is possible in the conduct of his business.

This is the most wonderful age of merchandising that the world has ever seen; never was competition as keen as it is to-day; never did the conduct of business demand a higher order of talent than to-day; and so it seems to me the policy of price maintenance should appeal to every manufacturer who can possibly adopt it, for its value to a business has been so many times demonstrated as to make it hardly debatable. Of course, it is a fact with which you are all entirely familiar, that the ideal condition necessary to the successful carrying out of a price maintenance policy is to have the article thus sold protected by patent or trademark. Personally I am so thoroughly imbued with the benefits accruing from a policy of uniform prices, and knowing as I do what a small percentage of jobbers or retailers are disposed to cut prices, if I were manufacturing an article not protected by patent, I would still surround the sale of my commodity with a well-defined scheme of restricted prices, appealing to the best business judgment of the jobbers and retailers of the country to secure their co-operation in the maintenance of my prices. I would supplement this with a campaign of advertising that would create a demand for my product, and by constantly pointing out to the jobber and retailer the profits to be secured by co-operation, in the maintenance of my prices, I would count upon results that are not obtainable when an article is sold on a haphazard-plan, with no well defined selling policy back of it

A carefully devised and rigidly enforced policy of price maintenance means lots of thought and hard work, but once it is properly launched the work becomes comparatively easy, and the benefits accruing more than compensate for the labor expended.

Legal Aspect of the Problem.

To demonstrate how thoroughly the trade now understand that the manufacturer of a patented article has the legal right to fix the price on his commodity, we have never once been obliged to go into the courts in this country to enforce the maintenance of our prices, and only a few cases have arisen where a dealer even threatened to cut our prices and take the matter to the courts in defiance of our policy. A few years ago one of the largest department stores in Buffalo threatened to go into the courts in opposition to our policy and spend $10,000 if necessary to defeat us; but after they took time to investigate with their attorneys they concluded it was best not to go into litigation, and to-day they are one of our best customers in Buffalo, and are selling our goods at correct prices. Only recently one of the largest department stores in Chicago threatened to cut our prices on our regular line of goods if we would not agree to brand the goods specially for them, they to cut oh the special brands. We discused the question with them on the broadest lines we could command, politely refusing to accede to their request, and giving them to understand that we would defend our policy of fixed prices to the last ditch, with the result that they receded from their position, and will continue to sell our goods and maintain our prices.

There have been some notable decisions during the past few years sustaining the right of the manufacturer of a patented article to fix the price on his commodity.

We had occasion some time ago to proceed against an English merchant for cutting our prices, and the court granted us an injunction, and the decision of the English justice was most sweeping in the recognition it gave to the right of the manufacturer of a patented article to fix the price on his commodity. Justice Wills, of the English court, in summing up the case, stated as follows: "The sale of a patented article carries with it the right to use it in any way that the purchaser chooses to use it, unless he knows of restrictions. If he knows of restrictions and they are brought to his mind at the time of sale he is bound by them. He is bound by them on this principle: The patentee has the sole right of using and selling the articles, and he may prevent anybody from dealing with them at all. Inasmuch as he has the right to prevent people from using them or dealing in them at all, he has the right to do the lesser thing, that is to say, impose his own conditions. It does not matter how unreasonable or how absurd the conditions are: it does not matter what they are; if he says at the time the purchaser proposes to buy. Mind, I only give you this license on this condition, and the purchaser is free to take it or leave it as he likes; if he takes it, he must be bound by the conditions. This seems to be common sense, and not depend on any patent law or any other particular law."

Decisions in American Courts.

The Ingersoll watch people, who maintain a policy of restricted prices, have had numerous decisions in their favor. The two most notable decisions that I recall, and which have occurred recently, sustaining the right of the manufacturer of a patented article to fix his price, are those of the Victor Talking Machine Co. vs. The Fair, and the Dover Manufacturing Co. vs. The Fair. These cases were fought bitterly and carried to the Supreme Court, decisions being rendered favorable to the manufacturers.

In all the decisions that have thus far been rendered, the courts have made it perfectly clear that when the Government grants a patent it intends to do something more for the patentee than to merely give him the exclusive right to make and vend his invention for a limited term of years. The only object that the Government has in granting patents is to stimulate invention for the general good, and there can be no stimulus to invention unless the inventor is able to enjoy some profit from his invention. If he cannot fix the price on his commodity, and if every jobber and dealer can cut the price, thus killing the demand for the article, it is evident that the patenntee would be robbed of his profits, the very thing the Government expects him to enjoy when his patent was granted.

And now a word in regard to the effect of price maintenance, on other lines. Consider the commercial standing of such

products as the Knox and Dunlap hats; consider the prestige of the E. & W. collar—through their price maintenance policy. A notable example of the virtue of this policy is shown in our own city through the present status of the Macey Co. A few years ago this business was established by Fred Macey, a young man of unusual ability, but who in his ambition gave more thought to building up a business rapidly than safeguarding it through a carefully devised selling policy. Although Mr. Macey was a most skillful advertiser, and although he made most marvelous strides within a short period in building up a business, things did not go right, and finally, when Mr. Macey died, Mr. Wernicke, the so-called father of the sectional bookcase idea, was called to take the management of the business, and in his reorganization of this business he put into effect price maintenance, and has rigidly adhered to this policy, with the result that while the business was in bad shape when he took hold of it, it is to-day in the healthiest kind of a condition, the preferred stock paying 6 per cent. and the common stock paying 10 per cent.

Policy of Price Maintenance Must Work Both Ways.

The policy of price maintenance, to be fairly and honestly carried out, entails upon the manufacturer the same obligations to strictly maintain prices as it does upon the jobber or retailer. A salesman of ours would no more think of taking an order at a cut price than of sending in his resignation. A manufacturer advocating price maintenance must practice what he preaches; he must kept faith with the jobbers, and never take an order, however, tempting, at cut prices. This policy has won for us the confidence and co-operation of the best jobbing trade in this country, and I can say in all candor that the time is past when we ever hear of a jobber cutting our prices. Price cutting is a species of commercial debauchery that rests upon the relentless doctrine of the survival of the fittest, upon the narrow, cold-blooded principle that merchandising is a sort of commercial warfare; that "all's fair in war," and "the devil take the hindmost." Price cutting lowers the commercial standing of the manufacturer, jobber or retailer who practices it, destroys profits, breeds distrust, fosters prevarication, forfeits confidence, and, finally, robs the consumer by debasing the quality of the commodities upon which prices are cut, if not actually driving many of them from the market.

Motive of Price Cutters Bad.

When you analyze it, the motive of the price cutter is always bad. Did you ever happen to notice that he usually selects an article for cutting that is well-known and well advertised. He knows that the general public are better acquainted with such an article, and he figures that by selling such a well-known article at a cut price it will give the impression to the buying public that he is selling all other commodities at equally reduced prices. Whenever we run on to a commercial freebooter of this class, who attempts to cut the price on our product, we invariably give him the opportunity of a limited number of rounds or a finish fight, as he may prefer.

In contradistinction to the blighting effect of price cutting, price maintenance is in harmony with the soundest principles in business to-day. The manufacturer, jobber or retailer conducting his business under a broad, equitable system of uniform prices, commands confidence and respect and establishes for a business that fine personality that we all prize so much in the individual.

British Columbia Hardware Association Quarterly Meeting

(Special Correspondence to Hardware and Metal.)

Vancouver, Oct. 16.—The quarterly meeting of the B. C. Hardware Association on Tuesday evening last was one of the most enthusiastic for some time. W. C. Stearman, president, was in the chair, and the attendance was larger than usual, showing the interest that is being taken in the organization, and which speaks well for its success. One of the principal matters taken up was the importance of hardware dealers patronizing local wholesale houses, instead of giving orders to representatives of eastern houses, who had no establishments in the west. It was pointed out that the resident jobbers were the people who were assisting in building up the city, and all progress meant more business to the retailer. If orders were given to eastern travelers, Vancouver reaped no good, whereas if local jobbers were patronized, the trade remained in the city. As it now is, drummers from eastern hardware houses get a very large share of the business, and with times as good as they are here in the trade, it is not difficult to land. The members of the Association are strongly in favor of giving business to resident wholesalers. If this course is maintained it will force eastern houses, if they wish to retain the trade, to establish on the coast and receive the trade as one of the community.

Another point discussed was that there should be a certain honor among those in the association. This is not to apply merely in the matter of maintaining the price schedule, but to be particular in keeping the secretary advised on any and all points that may arise, and which are of mutual interest. The secretary cannot make the association, and the good accruing is in proportion to the interest taken by the individual member. An endeavor was made to impress on the members the importance of reporting any customer who failed to make payments on account and who started in to run another bill elsewhere. While this was one point, others were discussed informally, the talk indicating that some good results should follow. Dealers in interior towns will be asked to cooperate, even if not members of the association.

Members of the association have considerable objection to make in the matter of freight rates. In a general way, the wholesale dealers here labor under the disadvantage of discrimination by the C.P.R. in favor of the eastern dealer, but one or two instances have a personal application. For example, the rate on wire is 95 cents per 100 pounds, and on nails 65 cents per 100 pounds, yet on wire skewers, which are of the same material, only cut into short lengths, the rate is $3.10. The reason



Where Ontario Hardwaremen will gather next February. The farthermost building is the Tecumseh House, London, opposite the G.T.R. depot; next is the Hobbs Hardware Co.'s jobbing house, and the one on the right is the City Hall on the second floor of which a trade exhibition will be held.

given by the C.P.R. for this is that no "skewers" are mentioned in the printed schedule, and because of that the first-class rate has to be charged. "It is about as smooth a hold-up as one ever was up against," a shipper remarked, "and the only way to overcome it is for the shipper to class it himself as wire nails, which would not be entirely wrong, or simply wire. Why, at that rate of charging, the railway company has only to leave half the names of lines of goods off the list, and then they will be able to charge full rates on most of the merchandise shipped out." R. B. B.

RETAIL HARDWARE EXECUTIVE MEETING.

The executive committee of the Ontario Retail Hardware Association is called to meet at Toronto on Thanksgiving Day, Monday, Oct. 25, 1.30 p.m., at the new Mossop hotel, Yonge Street.

Arrangements for the fifth annual convention to be held at London on Feb. 8, 9, 10 and 11, 1910, are well under way and final action on many matters will be taken at this meeting.

In connection with the convention a trade exhibition will be held, the City Hall auditorium having been divided off into 33 spaces, about half of which have been already alloted to last year's exhibitors. Other firms will be given a chance to secure space after the Thanksgiving Day meeting. It has been suggested that the exhibit hall be thrown open to the public one evening and that the exhibitors form a permanent committee to work with the association executive in conducting the "hardware show" each year.

The matter of Mutual Fire Insurance will also be an important subject for discussion at Monday's meeting.

On Monday evening the members of the executive and the Toronto members of the association will have dinner together at Orr's restaurant, Richmond Street east, a talk on trade subjects following the dinner. J. S. Willoughby, Cookstown, has been making a canvass of the city retailers during the present week and it is felt that enough Toronto hardwaremen are now members to warrant the formation of a local association.

COMMENTS ON LAW SUIT.

J. Rumball, Niagara Falls South, writes that the reference to the law suit of Turnbull vs. Rumbafl in Hardware and Metal of October 16 did not explain fully his side of the case. It will be remembered that $500 damages were awarded Mr. Townsend, but on an appeal being made the damages were reduced to the nominal sum of $5. Mr. Rumball writes as follows:

"I sold to Townsend & Co., Harrow, part of my hardware stock, but retaining $2,000 worth, expecting to move to the northwest. I covenanted for $500 not to sell any of the balance of my stock to anyone not already in the hardware business. In the stock I retained I had about $1,500 worth of carriage hardware goods, not usually stocked in hardware stores. I got a chance to dispose of this junk to a carriage hardware blacksmith in Harrow. As the agreement did not specify what kind of hardware firms I was not to sell to, I considered, and have not changed my mind, that it was not a breach of the agreement, as Mr. Smasac, whom I sold to, buys from wholesale carriage hardware jobbers and retails to the farmers. In selling this junk to Smasac the regular hardware store at Harrow did not sustain a cent's worth of damage.

"Lewis Perriss, who is now conducting a hardware business in Harrow, and who was responsible for the action was nearly a year before the trial working on evidence, but found nothing but the one sale I had made.

"As your article was somewhat a reflection on my honor as a business man I will be grateful if you will give space to this explanation."

J. RUMBALL.
Niagara Falls South, Oct. 19, 1909.

HARDWARE STORE BURNED.

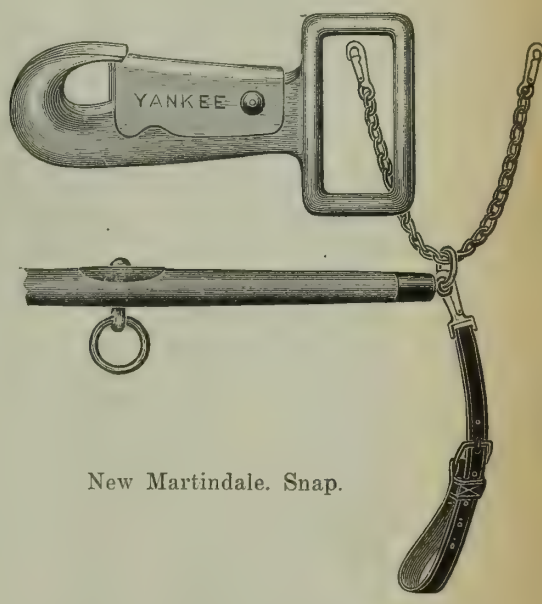
The store of H. G. F. Dreyer, Blind River, was destroyed by fire Oct. 13, the only thing saved being a typewriter on which Mr. Dreyer wrote Hardware and Metal the following day, forwarding $2 for another year's subscription. Mr. Dreyer writes: "Next to us was a French restaurant and at half past three this morning this building took fire. The occupants escaped merely in their night robes, and so quickly did the fire spread that before the firemen had the water on, our building was in flames from end to end. The loss will be between $5,000 and $6,000, covered by $3,500 insurance. As it is difficult to obtain a suitable building here for some time, and as the adjuster has not arrived, we are not decided as yet what to do."

IMPROVED MOP AND DUSTER.

Tarbox Bros, rear 274 Dundas Street, Toronto, have just put on the market an improved mop stick, duster and window washer, which ought to be a big seller to housewives. It will, in the opinion of Mr. Tarbox, change an ordinary selling line to a fast moving article. The mop stick part of the device, which has already won favor, has a handle longer than a broom, with a lever near the top of the handle, regulating the opening and shutting of the jaws of the mop holder, the spring being very strong. This has now been supplemented by a metal form over which a cheesecloth duster is spread and locked in by another piece of metal, formed in such a manner that the spring wire jaws of the mop stick can grip the duster in any one of half a dozen ways, this being of special advantage in making it possible to dust behind a piano, under a lounge, behind pictures, along a moulding, etc., without the usual discomfort of crawling or climbing into various positions. As a tool for polishing hardwood flooring it also excels. Circulars describing the new duster wil be sent on request.

NEW MARTINDALE SNAP.

The Covert Mfg. Co., Troy, N.Y., are well-known for the variety of attachments they manufacture for harness, one of their latest improvements in this line being illustrated herewith. The main objects and advantages of this snap are. First—The loop is placed at the same angle as the hook, and not at right angles thereto, as in the case with the regular loop harness snap. This is to allow it to be snapped into the neck yoke ring, which is more convenient and saves great wear on the strap. Second—A martingale made in this way will wear four times as long as when made the old way, as it cannot slide and chafe on the yoke. Third—It is more convenient than slipping the strap over the end of the yoke. Fourth—Enough leather is saved in making up to pay for the snap. Fifth—When unharnessing it can be snapped in the hame ring, and thus hold the strap secure. This martingale snap is made with a brass lever spring the safety and durability of which is readily appreciated, as the rivet passes through the steel cap or tongue, the spring and the snap, thus securely fastening both the cap and spring so they will remain in-



New Martindale. Snap.

tact and unimpaired as long as the snap lasts. These snaps are also made with a screw and roller so they can be readily attached to the martingale straps that are already made up.

ANOTHER CEMENT MERGER.

A big merger, which will include only the three Owen Sound cement mills is being planned. The three mills represent an investment of nearly a million dollars, and as they have been idle all summer the directors are getting together on a scheme to consolidate three plants into one big mill, with a capacity of 4,000 to 5,000 barrels a day. The companies interested are the Sun Cement Co., the Imperial Cement Co., and the Grey and Bruce Cement Co. It is proposed to sell the sites and buildings of two of the corporations and enlarge the third and equip it for the manufacture of rock cement.

Business Methods of Canadian Hardwaremen

Suggestions as to Methods of Collecting Accounts — Securing Business From Young Married Couples—How a Store Stenographer Can Help—Special Saturday Sales—Advertising Ideas of Various Merchants.

HUNTING WINDOW AT CALGARY.

Calgary, Oct. 11.—A window display which attracted a lot of attention here at the opening of the shooting season recently was the hunting scene shown in the accompanying illustration.

The Comer Hardware Co., who made the display, have a fine large window which they utilized to good advantage although the photo does not do justice to that part of the display on the floor of the window. A tent was erected at one end and near it was placed the figure of a hunter, a camp stool and a stack of rifles being also near at hand. On the floor there were two pools of water with decoy ducks floating around and in the background behind the bushes a painted scene represented a large lake, or, to use western terminology, a "slough."

The window was well arranged and not overdone, hunting coats being hung at the back, store signs appearing among the trees and a fence of cartridge boxes and shells being assembled at the edge of the sod in the front of the window.

G. W.



Hunting Scene in Window of the Comer Hardware Company, Calgary.

SPECIAL SATURDAY SALES.

Brantford, Oct. 18.—"Plenty of publicity, with frequent change of 'bargain day' windows," is given as the basis of the success of the Saturday sales of Watt & Squire. "We use a two column ad. every Friday evening in both local papers, giving a list of 'leaders' in lines so varied that there is sure to be something to suit every requirement. These 'leaders' are all seasonable," said the junior partner, "and there is a splendid demand for them, and for Saturdays we have to have extra help. For instance this week our leaders are 5 and 6-foot stepladders at 53c and 69c each, the regular value being 65 and 75c each, and we have disposed of a large number. Then we had a special in mechanics' tools, and other useful lines. Of course, the results were that not only were the special goods sold, but in most instances the buyers saw something else which they needed, and added sales resulted. All the special goods are plainly priced and this helps the clerks a lot, they being kept up to the hustling point by the customers, who are enabled thus to say, 'I'll take one of those step-ladders and a saucepan, that will be 73c., will it not?' and the sale is transacted in the minimum of time. We are now taking stock, so as to be ready when our fine new store is completed," he concluded.

A. W.

PANEL FOR HALLOWE'EN WINDOW.

Toronto, Oct. 20.—The accompanying sketch shows a panel used as the background of a local hardware store window, and as it may be interesting to readers of Hardware and Metal, we forward it for their benefit.

The goods shown in the window are fall sporting goods, air guns, etc., and the panel is catching the eyes of the younger generation and will probably help in popularizing the store with them.

W. R.

GOOD HUNTING SEASON AD.

Moose Jaw, Oct. 15.—Arthur Latham, who has a hardware and sporting goods store here, adopted a practical method of securing the trade of hunters, at the opening of the present shooting season.

Mr. Latham inserted a full page ad. (16 x 21 inches) in a local paper, and devoted about half the space to a review of the laws governing the shooting of game and fowl in Saskatchewan. As wil be seen in the reduced reproduction herewith, the "close" and "open" season are given, penalties are named and a summary of other features of the law are also outlined. The ad. was also used as a poster, and an offer was made to supply extra copies to any who desired same for reference.

While the lines advertised were mostly ones on which prices are seldom quoted, some of the space could have been used to advantage in naming special



Panel for Hallowe'en Window Background used in a Toronto Store.

prices calculated to draw trade to the store. G. W.

PAY YOUR BILLS PROMPTLY.

London, October, 19.—In conversing with a small but prosperous hardwareman in this city recently, he made the remark that many merchants wonder at the credit he had. "Well, the secret of it is," he said, "that though my capital was very small to begin with, I always paid my bills promptly. In this way I established a line of credit which has enabled me to expand to my present business." B. C.

SPECIAL HARVEST SALE.

Reference was made in Hardware and Metal, of Oct. 2, to the intention of the Rossburn Hardware Co., of getting out a store paper to advertise their store and endeavor to head off mail order competition, there being no local paper there.

The store paper has been issued, it being four pages 7¼ x 9½ inches in size, the first page announcing a "Special Harvest Sacrifice Sale," for 30 days beginning Oct. 2, and special "pullers" announced were offers to customers as follows:—

"Any person bringing this folder to the store and purchasing $1 worth of goods is entitled to any article in south window to the value of 25 cents. Don't miss this offer."

"With every range sold during demonstration to be made, week beginning Oct. 18, we will give a fine set of cooking utensils, valued at $5."

The first page advertised enamelware and ranges, the second (reproduced herewith), kitchen utensils, the third ranges, heaters, stoves and sewing machines, and the fourth, "seasonable gifts," such as silverware, cutlery, shaving supplies, and fall goods such as axes, crosscut saws and lanterns.

The folder ought to be productive of much trade, it being well printed by the Stovel Co., Winnipeg, and both illustrations and typesetting are done in attractive style. The cuts are not too large, a fault too often seen in folders of this kind, and the copy writer has used splendid judgment in copying the departmental store method of giving a brief description of each article and quoting prices in plain figures.

The folder is the work of George M. Watson, of the Rossburn Hardware Co., and if it can be criticised at all, it is for the lack of an opening "talk," of a heart-to-heart nature, between merchant and customers. Such opening paragraphs should be written in the same style the merchant uses in conversation over the counter. An appeal should be made to help build up home enterprises, which are paying local taxes, supporting schools and churches, and helping to build roads, etc., and an invitation should be given to compare prices given with any quoted in other stores or catalogues.

A cheap man is a poor investment.

Encouragement often does more good than finding fault.



Special Shooting Season ad. of Saskatchewan Paper.



Page of Store Paper Issued in Manitoba.

Electric Supplies and Gas Lighting Goods

Lighting Fixtures and Electric Specialties Good Lines to Push During Holiday Season—Some of the New Goods on the Market—Very Attractive Lighting Goods Window.

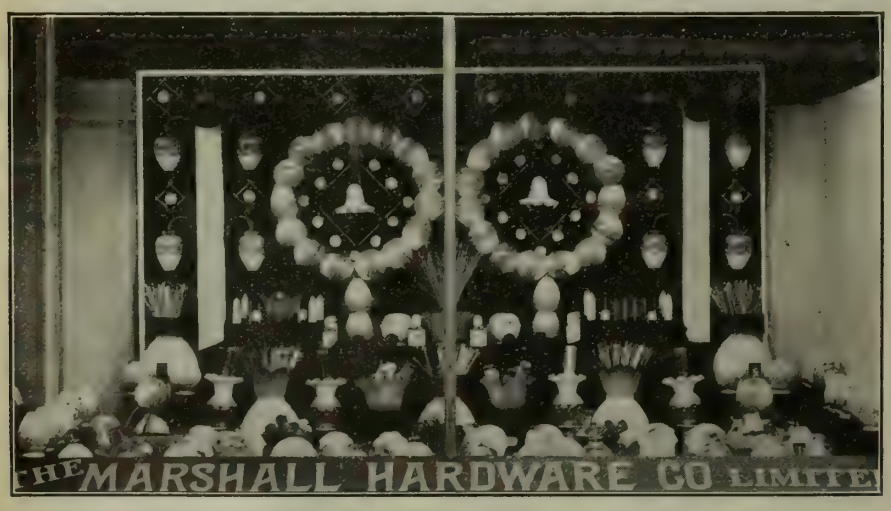
In preparing for his Christmas trade the hardwareman has an exceptionally good opportunity to push his electrical department, or to start one. As the great medium for the sale of lamps he is well fitted to supply these accessories which are needed when electric lighting is used. Electrical power stations are springing up with mushroom rapidity. Districts that at one time seemed far remote from the possibilities of electric lighting are now being, or shortly will be, supplied with the current, while many large plants are supplying their own force. It is well, therefore, for the progressive hardwareman to consider this growing demand for electrical fittings, and be early in the field to supply it. The development of electric and gas light has hit the oil lamp sale in some districts very heavily, and while the lamp trade can still be pushed as the field is large, hardwaremen should not neglect to recoup themselves by trying to provide for the new demand. For instance he can supply lamps, shades, fixtures, cutouts, wiring, screws, etc., just as well as he can gas mantles, burners, lamps, chimneys and wicks. He must conform to the trend of the trade, and if electric light is in his district, or is coming there, then he must be first in the field with the necessary supplies.

Electric Specialties.

Again there is the question of those electric specialties which are undoubtedly the prerogative of the hardwareman, we mean electrical flat irons, water heaters, vacuum cleaners, lighters and so on. These are commodities which he can sell better than any other merchant, and when electricity is once established in a district it is astonishing the demand that is created for articles and competition is not keen. The merchant who, therefore, makes his store the headquarters for electrical supplies, gets in on the ground floor from the first.

Again, even if electrical power has not yet entered the district, the merchant can prepare for that day, which will assuredly come sooner or later, by making a good display of electrical novelties, such as pocket lamps, etc. By having a good showing he can give his store an electrical touch as it were which will stand him in good stead when electric lighting does come. Besides the Christmas trade is worth catering for alone, and what better seller can there be than an electrical novelty or toy. Thus the hardwareman is killing two birds with one stone. He is encouraging his holiday demand by showing good sellers, he is reaping a good margin of profit, and over and above he is giving his store an advertisement in an electrical way that will not be forgotten when the time comes for electrical lighting.

Those merchants who are already in a district where electric power is used should make a strong bid for the supply trade that has grown up with it. There is always a demand for one thing or another. Lamps are continually changing, new shades are wanted, fixings become soiled and need renewing and so on. Undoubtedly there is a good field for the hardwareman who likes to set himself out to secure it. An electrical supply house, pure and simple, needs a very large district to support itself, whereas a hardwareman is not so situated. Except, therefore, in the large communities where electrical supply houses can alone exist, the hardwareman is the best man for the trade.



Fine Lighting Goods Window Dressed by Herbert S. Doan, for the Marshall Hardware Co., Medicine Hat, Alberta.

these practical appliances that are now being driven by the power to the lasting relief of the housewife. There is a good margin of profit on most of these

New Portable Bracket.

A great acvantage of electric lighting is the ease by which a lamp can be moved about and by means of various forms of brackets which have come into use. There is no need now to sit in a bad light owing to the electrical fixture being some distance away. A new portable adjustable electric light bracket has been introduced on the Canadian market by the Dominion



"Williams" Portable Adjustable Bracket.

Utility Company, Montreal. This bracket, which is called the "Wiliams," is made up of three telescopic tubes, which when closed measure 17 inches in length, and when fully extended 38 inches. The bracket contains four universal joints, which enable the operator to obtain any desirable adjustment without the use of thumb nuts or screws ; these joints holding their tension at any position. To carry the "Williams" bracket, a clamp is supplied which can be fastened to a desk, table, piano or chair, enabling the operator to gain a position at which he can work with great degree of comfort. In the house, business office, hospital, or factory the bracket is extremely useful. The Manufacturers' Salse Co., Birks Building, Montreal, are the selling agents.

Lighting Goods in Window.

One of the best displays of gas lighting supplies Hardware and Metal has seen is that arranged by Herbert S. Doan, of the Marshall Hardware Co., Medicine Hat, Alberta, and reproduced in the accompanying illustration.

The back of this gas globe display is black sateen with edged moulding of white. The small squares at the top and sides are mantle posts with a mantle in the centre. The two cirlces of globes in centre are pink and white, while on the upright pillars, blue and white globes are hung. Wax tapers are placed in large gas globes to represent plants in jardineers.

The window was brightly illuminated at night and the artistic arrangement drew a great deal of attention and materially helped the sale of gas lighting goods.

Trade Improving in the Mother Country

More Business Doing With Canada—Tin Plates Never More Active—Some Remarkable Signs of Trade Revival.

From Hardware and Metal's Special Correspondent.

Sheffield, Oct. 14.—Trade prospects are brighter now than they have been for very many months. A feeling of confidence has overspread the country, and business is moving along. The full force of the improvement has not by any means manifested itself, but there are indications in the shape of more night shifts, fewer unemployed, and a brisk inquiry.

At present the most active departments are those devoted to Admiralty work. The Government has given out orders with a liberal hand, and armour plate mills are busier than they have been for over a year. Every firm which makes projectiles is doing well in those departments, and the orders include, not only those from the British Government, but from foreign powers, including the Japanese. The gun departments are very active, and one firm alone has enough work on hand to last two years. But it is the general steel branches where a few more fillips are needed before the big machinery of the industry moves along with the speed generated in a period of boom.

After a bad time such as we have passed through, a restart into activity is all the more difficult, because of the progression which has been made in equipment. Modern plant does the work quicker, and bigger works need big orders, so that it is not surprising that a bigger volume of trade is needed to satisfy the increased productive capacity of up-to-date and enlarged works.

A Remarkable Feat.

It is remarkable what can be done even in times of trade depression. An instance is forthcoming from the east end of Sheffield, where Wm. Cooke & Co., who are known well in Canada as makers of steel wire ropes and bar iron, are just completing the largest wire rod mill in Great Britain, and have booked enough orders to keep the whole of the plant running night and day for six months. Such a feat has not been accomplished in Sheffield previously. It is a high tribute to the business capacity of the Managing Director, Thomas Wilkinson.

Another company has been formed in Sheffield to manufacture wire ropes, but the site of the proposed works is still under cultivation.

The Ivory Trade.

The last public sales of ivory showed that prices are still advancing, and it is asserted with confidence that ivory will never be cheaper; the price will advance at each auction. There seems no reason to hope for prices to be regulated, so as to enable Sheffield cutters to produce ivory handles at rates anywhere near those of fifteen years ago, when the output of ivory knives was at least five times as great as it is to-day.

Other branches of the ivory trade, especially the pianoforte key cutters, whose requirements are always increasing, are able to pay prices quite out of the reach of Sheffield cutters.

America, which 25 years ago took very little "raw" ivory, now takes a very large proportion of the world's supply, and Germany, notwithstanding the total loss of the United States as a market for "cut" ivory, takes increasing quantitites of the ivory brought forward. Very little of the more expensive ivory comes to Sheffield; only the lowest priced is within reach for cutlery. The handles are quite as good for wear, but have not the fine, even grain and color of the more expensive kinds of ivory. The best firms sell ivory knives at very little profit, in order to find work for the men who still continue to uphold the reputation of Sheffield as unequalled.

The Patents Act.

The Patents Act has been in force a little over a year, and it is estimated that the twenty-four foreign firms who have established works in this country, have spent close upon half a million pounds.

Sheffield has not attracted many; the choice has fallen on places near the seaboard, in the neighborhood of Liverpool and London. Readers of Hardware and Metal will recollect that the Act compels the foreign manufacturer who holds a patent in this country to come here to work it. If he does not, then an application can be made for the revocation of the patent. American, German and French firms have thought it advisable to establish works here.

A Big Order.

An order from the Buenos Ayres Western Railway, has been placed with a Darlington firm, for 500 40-ton, all-steel bogie freight wagons. A part of the work has been sub-let to Sheffield manufacurers.

In the railway material branches, there is plenty of room for improvement. The British railway companies are still economising to an extraordinary extent, but it is pretty certain that after holding off for such a very long time, it will soon become imperatively necessary to give out orders of fairly big volume. Improving trade, will, of course, increase the traffic receipts, and then the railway directors will loosen their purse strings.

The Tin Plate Trade.

News of the strike in the tin plate trade in America is read with interest here. No enquiries have yet been received in South Wales for tinplates for American home consumption.

The trade in South Wales is exceedingly flourishing, and it is difficult to keep some of the mills going, owing to the scarcity of tinplaters. Never in the history of the trade has there been such a demand for millmen. Some firms state their order books are full to the end of the year.

Exports on the Up-grade.

One of the most gratifying features of the Board of Trade returns is the growing trade between Great Britain and Canada.

In August last, Canada took from us hardware of the value of £3,881, compared with £3,797 in August of last year, and £4,344 in August of 1907. The total for the eight months was £39,463, over £14,000 greater than the £25,385 of the first eight months of 1908, and nearly as high as the total of £41,366 in the corresponding period of 1907, when trade was in a boom state.

Cutlery totalled £9,005 in August last, compared with £4,851 in August, 1908, and £9,213 in August, 1907. In the eight months Canada took £55,767, compared with £45,776 in the corresponding period of 1908, and £71,555 in the corresponding period of 1907.

The weight of unwrought tin sent to Canada in August was 60 tons, compared with 26 tons in August, 1908, and 85 tons in August, 1907. The total for the year up to the end of August far exceeds other years. It reached 632 tons, compared with 384 tons in 1908, and 438 tons in 1907.

Of pig lead, and manufactures of pig lead, Canada took 474 tons in August last, compared with 136 tons in August, 1908, and 350 tons in August, 1907. The total for the eight months is not quite so satisfactory. It reached 2,724 tons, compared with 2,373 tons in the corresponding period of last year, and 3,828 tons in the corresponding period of 1907.

In steel, trade with the Dominion is also very satisfactory. The weight sent in August last, was 1,203 tons in steel bars, angles, rods and shapes or sections. In August, 1908, the total was only 852 tons, but in August, 1907, it reached 1,711 tons. During the eight months of the present year, the total sent was 11,533 tons, well ahead of the 8,469 tons of the first eight months of 1908, but behind the total of 17,814 tons in the corresponding period of 1907.

Altogether the results as disclosed by the Board of Trade returns are very satisfactory, and show that in comparison with other markets of the world, Canada is bracketed with the best.

R. A.

HARDWARE AND METAL

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PUBLISHED EVERY SATURDAY.

MAKE YOUR COLLECTIONS NOW.

This year's harvest has been a bountiful one. The farmers have money, and that means that there is money in circulation through all the channels of business.

Now is the time for the merchant to collect what is due for merchandise supplied on account. There are many demands upon the farmer and the laborer for his money after the harvest and if the merchant is to secure what is rightfully due him he must go after his money and see that he gets it.

Every merchant should get his credit accounts checked and posted up to date without delay. If he has notes on account due, he should present them for payment and insist upon a settlement. If he has merely outstanding credit accounts on his books, now is the time for him to see that his collections are made.

DEARER WINDOW GLASS LIKELY.

The uncertain condition which has maintained in the Canadian sheet glass trade throughout the present year bids fair to disappear. For two years past the European window glass manufacturers have been very scarce of orders, with the result that lower and lower prices were made, until the dealers in Canada seemed to feel, in consequence, that they themselves must get rid of their stocks at any price, and this decline was further accelerated by the quietness of trade in the larger centres.

The European window glass manufacturers' syndicate was materially strengthened in August last, since which time there have been two sharp advances in price. At present the Canadian importers have had considerable difficulty in getting deliveries, and this, in conjunction with the good demand, is stiffening up the price. Stocks in possession of the retailers are comparatively light, which is also the case with the stocks in jobbers' warehouses. Window glass is moving very freely at the present time and there seems to be every prospect that in view of the excellent demand higher prices will rule.

CAPITAL TIED UP IN IDLE STOCK.

It is a generally conceded fact that the average merchant in the smaller cities and larger towns does not look after the idle goods in his stock as closely as he should.

How many small dealers are there that could not go through their stocks and pick out inactive goods, a few here and a few there, small in individual amounts, but in the aggregate amounting to hundreds of dollars, that are neither bringing returns in sales or profits. These goods are inventoried year after year, at first cost, when they should not be counted as assets at all, their value having gradually faded away until they should properly be classed as liabilities.

Carried-over goods can reasonably be estimated as deteriorating in value one-third each year. Not only is there a loss in quality, but the value of the article has been tied up for twelve months without earning a cent. It has thereby eaten away one-third of itself and after the third year it has practically disappeared as an asset in determining the profits of the business.

In the case of articles that change in fashion from season to season the deterioration is even greater, and in closing out past season's goods of this character the question of cost should be lightly considered in comparison with the quick disposal of the goods. The money thus released and put to use in buying active goods that can be turned over and over during the year at a good percentage of profit, will more than counterbalance the loss sustained in promptly closing out the undesirable stock.

BROOM-CORN STILL ADVANCING.

Latest advices indicate that there is no sign of the weakening of the broom-corn market. The crop is short in many of the States from which the supply is secured by broom manufacturers both in Canada and in the United States, and as a Chicago broker in writing to a Canadian manufacturer puts it, the market is liable to go up to 15 and 20 cents per pound. This would bring the price of broom corn from $85 to $300 and $400 per ton.

In Oklahoma state the crop was very short, being burnt up by excessive heat. In other states somewhat similar conditions exist and the farmers who see the price soaring are naturally reluctant about selling. This has prevented manufacturers from getting hold of the supplies they require and has a tendency to force the smaller factories which have been accustomed to purchase in small quantities out of business—at least temporarily.

At the present time, therefore, for anything like a decent broom the retail price will be from 50 cents up. The normal price was 35 cents. In fact manufacturers have had to eliminate some lines of broom altogether as they are not able to obtain the necessary material.

With no indications, therefore, of a weaker market in broom-corn, it is difficult to predict to what prices brooms may go before the situation is alleviated.

HELP PROTECT THE GAME.

Every dealer in guns and ammunition should be an earnest worker in the cause of game protection, through policy, if for no other and higher reason. He should feel as closely interested in the enforcement of a close season for fur and feather, as in the organization of a new gun club, with a big membership list—and every member a regular customer.

Find them where you will, sporting goods dealers are so placed, in constant contact with men who hunt and men who fish, that they can do very efficient service in a missionary way, and without any apparent desire to meddle with or influence the individual beliefs of their customers. It is superfluous to observe that field sports must lose their popularity when there is no winged or four-footed game to pursue, or that angling will literally become "dry work" in the possible event of their no longer being game fish to take the hook.

No true sportsman, it may be argued, will shoot a mother bird in the midst of her fledgling brood, or hound deer in mid-summer, or dynamite a trout stream. But, unfortunately, the patrons of sportings goods stores do not all come within this category. The sportsman instinct may be inherent in all, but it is sometimes undeveloped and requires accentuation.

Every city, every town, no matter how small, should have its regularly organized association for the protection of game, and dealers should bestir themselves to this end, even by so doing they antagonize the close season shooters and the fishermen who nightly drag the streams with seines of illegal mesh. There is small profit in the sale of goods to such people.

RETAILERS LIABLE UNDER SECRET COMMISSION ACT

Some time ago The Canadian Grocer gave publicity to the new Secret Commissions Act, which has created a good deal of interest and discussion all over Canada.

Since that time doubts have arisen in the minds of some that this Act did not refer to ordinary business transactions, but only to Government business where secret commissions were given to members of the civil service. In fact, an "alleged" retailer conveyed a message by phone to the effect that the Act did not at all refer to business transactions between a wholesale and retail merchant. He had made investigations he claimed and had discovered that the Act only referred to transactions in the civil service, as it had been copied from an English Act which was only intended for that purpose. He further promised to soon be able to prove that his contentions were correct, but up to the present Hardware and Metal has heard nothing more from him.

Hardware and Metal pointed out at the time that the Act was a copy of the English Act and that it was introduced on account of the secret rebates exposed in the investigation of the Marine Department of the civil service in one of the provinces, for the purpose of preventing such occurrences in future, but, we understand, first passed in England to prevent buyers going to London getting a secret commission from the houses they bought from while in the employ of the houses for whom they bought.

Since that time Hardware and Metal has made definite enquiries and has learned that the Secret Commissions Act refers to ordinary business transactions as well as to the civil service.

In reply to a query, the following letter from the Clerk of the Parliaments, Ottawa, gives a brief history of the bill:

"It was introduced into the Commons on 1st February, 1909. Passed by House of Commons, 23rd February; received by the Senate on 2nd March; amended by Senate on 24th March; returned to Senate with amendments agreed to 21st April; assented to 19th May."

The amendment referred to is the principal feature of the bill which makes it general in its application. It reads:

> Every person who is a party or knowingly privy to any offence under this Act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

This, according to the best of authorities, makes the retail merchant just as liable as a traveler or wholesale house guilty of a breach of the Act.

There is apparently, therefore, little truth in the assertion of the "retailer" that the Secret Commissions Act did not refer to him or to wholesale houses and their travelers.

BUYING STOVE REPAIRS.

The following interesting letter has been received on the subject of buying repair parts for stoves and ranges. It is reproduced in full in the hope that the suggestions made will result in the saving of annoyance and delay to both manufacturer and retailer, following the inaccurate ordering of supplies. The letter follows:

> Editor Hardware and Metal,—At this season of the year when all stove dealers and manufacturers are over-taxed with the filling of orders, especially for stove repairs, lots of time and expense and unnecessary delay could be saved if every one would see that a very definite description is given of each repair piece required.
>
> Sometimes we are asked to furnish repairs when the information is very vague and confusing, and then it is necessary to do a lot of guessing in order to hurry shipments—as time is quite a factor with cold weather coming on. And then the guessing is very likely to be done wrong, and the customer is exasperated at not only the wrong shipment but still the further delay.
>
> If every user and dealer would only be sure to give exact information all this annoyance and dissatisfaction could be easily obviated.
>
> In ordering stove repairs it is necessary to give the manufacturer's name, the name of the stove—the style number—the size number and the date (if any appears) and then the trade name for the piece wanted, and in the event of being uncertain of the trade name, a good description of the part should be given, and, if possible, a rough sketch of the piece required.
>
> Having been through the mill, it has occurred to the writer that a little said through the columns of your paper, which reaches every stove dealer in Canada, would be very timely.
>
> A SUBSCRIBER.
>
> West Toronto, Oct. 18, 1909.

It will be remembered that in July last Hardware and Metal drew attention to a uniform system of numbering stove repair parts in use in the western States. The adoption of such a system by Canadian stove manufacturers would aid in simplifying this worrysome trade problem.

TAKE CARE OF BANK ACCOUNT.

In speaking to a prominent banker of Montreal who handles a great many retailers' accounts, he said that the average man does not realize how many enquiries are made regarding his business standing. If he did, he would not take the chances with his credit that so many do.

It very often means that, on the bank's report, a man is compelled to pay cash for any goods he may buy, when, by the exercise of a little care, he would have had sufficient credit for any purchases he desired to make. Talk to your banker at the first good opportunity and keep in touch with him.

TRADE NEWSPAPER'S SILVER JUBILEE.

The Bookseller and Stationer, of Toronto, with its September number celebrated its silver jubilee, having envolved out of Books and Notions, started by J. J. Dyas, of Toronto, during the month of August, 1884. Year by year the journal taken over in 1888 by the MacLean Publishing Company, gained in strength, usefulness and influence until now in its twenty-fifth year it may compare itself with the best book and stationery trade journals in America. This is due as much to the editorial management as to the enterprise of its publishers.

Since its establishment Bookseller and Stationer has been in charge of several editors, and it is, in fact, worth noting that each of these men have achieved distinction in the work he has since taken up. After the acquisition of the paper by the MacLean Publishing Company, the first editor was C. A. C. Jennings, who was in charge until the summer of 1892. Mr. Jennings is now one of the editors of the Toronto Mail and Empire. Following him for three years was John A. Cooper, M.A., who resigned in 1895 to accept the editorship of the Canadian Magazine, and is now the managing editor of the Canadian Courier. After him the paper was under the editorial control of Frank Smith, who is to-day financial editor of the Toronto News. His successor was Dr. A. H. U. Colquhoun, M.A., LL.D., now Deputy Minister of Education of the Province of Ontario. In 1902 the present editor, W. A. Craick, succeeded Dr. Colquhoun, and has ever since been in charge.

In the name of the book trade of the United States, we offer congratulations, coupled with the wish that our contemporary may enjoy many more years of usefulness and prosperity.—From Publisher's Weekly.

The world is made up largely of also rans.

You can always tell a hard drinker by his mug.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Wire Nails—Now $2.25 to $2.35.
Cut Nails—Now $2.40 base.
Plain Wire, Bright Annealed, etc.—5c advance.
Wire Staples—Bright and galvanized, 5c advance.
Linseed Oil—4c advance.

Toronto.

Linseed Oil—Up 4c gallon.
Nails (wire and cut)—Advanced 10c keg.
Hay Wire—Up 10c.
Stovepipe Wire—Advanced 5 p.c.
Staples—Up 5c per 100 lbs.

MONTREAL.

October 22.—There is a very good feeling in the metal trade over the volume of business done, and as one jobber remarked if the year finishes at the present rate there will be no kick coming. Naturally at this time there is a stimulation in orders as users load themselves up prior to the close of navigation. Orders, therefore, are beginning to show the end-of-the-season rush, and good consignments are now going out. All metals have been in request, but the biggest demand seems to have been in sheets and spelter.

First hands report an easing off, so far as orders for this year's delivery are concerned, but they are busy in carrying out old contracts. Warehouses are beginning to fill up a little, although the bulk of the store stuff will not be laid down until later. With the heavier winter freights, the close of navigation means much more to Montreal than it does to other sections of the country.

No change is reported in quotations. The fluctuations in tin in London have not affected quotations here, while copper is steady. Spelter is very firm. A good deal of interest is centred in the St. Louis market where the metal has passed the $6 mark.

Pig iron and steel stand out very firm, helped by the situation in the States. A lull is announced in the markets across the border and this is welcomed as it will help to steady conditions after the record rate of the past few months. The soundness of the markets lies in the fact that there is no accumulation of stock, either of pig iron or of steel.

PIG IRON—Busy scenes are being enacted at the port, delivery in pig iron being rushed through. There is not much time to waste now, and first hands have to look after their store requirements as well as getting off the contracts. With the improvement in Cleveland warrants, the tone of the market is firmer again. Canadian prices are firming up under the sympathetic influence of the United States market, and of full order sheets. Home operations are being developed as in the Drummond iron range in New Brunswick, where some three hundred men will eventually be employed. The deposits there are stated to be of great extent. Bathurst will be the permanent shipping port of the range by means of the extension of the railway. The company intend not only to ship to its several smelting plants, but to the European markets as well. The U. S. markets are reported a little quieter, and this is welcomed, as mills are sold up to the end of the year. The Old Country markets show improvement, with Cleveland warrants at 51 shillings and ninepence, an advance of threepence on last figures.

TIN—Despite fluctuations in the English market local quotations are unchanged, and we continue to quote 32½c for jobbing lots. Trade is very good, and inquiries, as is usual at this time, seem closer to the market. Some good business is expected before inland navigation closes. The English market has been uncertain. The heavy tin operations in the States, where there are a larger number of tin plates mills running than at any time in the past six years, except in the fall of 1906, are having a good effect, but on the other hand there is the bearish influence of rather heavy visible supplies. On the whole prospects look favorable for a stronger market.

COPPER—Copper is firmer at 14c than it has been for many weeks at the higher figures then obtaining. The decline seems to have stimulated trade, and this with the natural inclination to order more freely at this time of the year makes the situation look more favorable. Inquiries are good, and on the whole satisfactory trade is being done. There seems to be a diversity of opinion as to the position of copper in the primary markets, although it is extremely difficult for those with bullish views to color off the increase of stocks both in Europe and America. The English market has been showing better strength, but New York has weakened which is somewhat singular. As a rule the latter market is only to eager to follow any sympathetic help from the Old Country. This, therefore, does not look particularly healthy. Still the general fine condition of trade across the border is always something to be calculated on to improve matters. Some excitement has been caused by the reported finding of valuable deposits of copper at Lake Mesmakenda about 90 miles from Sudbury, Ont. This is hardly the time, however, to exploit copper.

SPELTER—Spelter continues to be a good seller at the firm price of $5.75. The galvanizing interests are taking large consignments which shows the good state of trade in the manufacturing way. The English market keeps unchanged, but St. Louis has gone ahead and passed the $6 mark. The galvanizing trade in the States are good buyers, while supplies are concentrated in very strong hands.

LEAD—Lead is unchanged at $3.60, with trail at $3.50. Trade shows improvement, but there is not much character to the market. The English market has been keeping stronger. There is, however, too much lead in sight to help conditions much.

SCRAP—The scrap market is a little more brisk, and some heavier buying has been noticed. There is no decided change in quotations. We quote: Heavy copper and wire, lb. 11c.; heavy red brass, 10c; light brass, 6½c; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 3c; No. 1 wrought iron, $11; machinery cast scrap, $14; malleable, $12; miscellaneous steel, $6.

TORONTO.

October 22.—Iron and steel orders are still at the high-water mark, and the visible supply of these metals is somewhat small. The big demand at present for iron and steel and their manufactured products came rather suddenly and producers have been taken unawares, though furnaces were opened as conditions warranted. They have not been opened sufficiently fast, however, to keep up a fair surplus of stock, and buyers are purchasing in pretty large volume. The other metals are steady with the markets a little on the easy side. Sheets and plates and old iron and steel lines are active, recent sales showing some splendid business.

PIG IRON—So far as pig iron is concerned the year 1909 will exceed in volume of production and business done the predictions of even four months ago. At the present rate of production the year will end with a showing very little lower than the record 1907 year. With the increasing trade being done by the older houses, new manufacturers using pig iron are entering the field. While many of these larger novices propose opening up in sections outside Toronto district, and even outside the province, local metal houses expect to do some business indirectly, if not directly, with these concerns. Anyway the rumors alone have stimulated business by increasing the size of the orders. The anticipated advent of British ship-building concerns into Canada has greatly strengthened the industrial situation, and the enlargement of the Sydney plant with the entry of an U. S. and an English iron and steel making concerns at the Pacific Coast, has tended to broaden our horizon. The Canada Foundry Co. here has a half-million-dollar contract for the Dominion Steel Co.'s enlargement work, and the new National Iron Co., which recently secured a site at Ashbridge's Bay, has this week received a pipe contract from Toronto civic authorities. Both these companies are expected to buy largely of pig iron. Prices, while firmer are unchanged from last week. Midland is still at $22; Clarence, $21; Summerlee, $23; and Cleveland, $21.75. There is a rush just now by importing houses to get in large stocks before the close of navigation.

COPPER—This metal is steady and fairly active, with quotations unchanged, for lake and casting ingots 14c and 14½c being asked. Production is still going on at a tremendous rate, and a further increase, though a moderately gradual one, is expected as new mines swing into line and the older companies increase their capacity. Considering the comparison

between production and use, copper is holding its own very well indeed, and it is well that fluctuations are not great, as there is more stability given the industrial situation all over the continent.

LEAD—This metal is active and firm in price, at $3.65 for imported, and $3.55 for domestic.

SHEETS AND PLATES—Business in great volume is still being done. The market is firm at the ruling quotations.

TIN—Steady and unchanged is tin this week. The quotation remains at 32½c. There is no particular outstanding feature to the market.

SPELTER—There is a decidedly firmer aspect to spelter, both locally and on the outside markets. The situation here is strong with prices firm, due to the very active trading being done.

OLD MATERIALS — Old iron and steel are exceedingly brisk. Local traders are getting rid of these metals stocked outside for the past two years. Prices continue firm. Scrap zinc is higher by about 15c a hundred. The prices paid by dealers for stocks are: Heavy copper wire, 11¼c; copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

October 22.—As we anticipated last week, nails have advanced. Wire ones instead of being quoted at $2.15, are now ranging from between $2.25 to $2.35, while cut nails are $2.40. Merchants who ordered heavily on the old price are well pleased with themselves. Plain wire and bright, annealed, and annealed and oiled have advanced 5c, and are now $2.35 base, while staples are up 5c, being, bright $2.60 and gal. $2.85. These changes were not unsuspected, and as the market is firming all the way round, merchants should look carefully after their requirements, if they wish to be on the right side of the fence.

With the approach of the close of general navigation the volume of business naturally increases. There is more anxiety on the part of dealers to get their goods quickly, and this has the effect of making the shipping departments of the jobbing houses very busy. Booking is not very much in evidence, but sorting up orders are heavier, and of a very diverse character.

The east is now buying well, and the whole country is showing a good consumtive demand.

Seasonable lines are moving strongly, but probably the greatest activity exists in cutlery, silver and plated ware, skates and hockey sticks, nails, bolts and nuts. Weather strips, snow shovels, and sleigh bells are moving well. Stoves and ranges have been stimulated by the more seasonable weather. Altogether there is a very bright tone all the way round.

BUILDERS' HARDWARE—The demand has improved again, and some very satisfactory orders have come in. They have been of a very assorted character, showing the lightness of stocks in dealers' hands. We continue to quote: Lock sets (inside) $4 per doz. and up, lock sets (outside) $13.20 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per dozen, sash cords, 30c.

FALL LINES—Seasonable lines are moving well, especially weather strip, snow shovels, sleigh bells, cow ties, and other stable and barn requisites. Good sorting up orders have been received in burners, lanterns and chimneys. Household utensils are continuing to be prominent, and carpet sweepers, wringers, washers, sad irons, bread makers, brooms and pails are in strong call. Tinware and granite ware are moving freely. In fact, this may be said of all lines.

CUTLERY, SILVER AND PLATED WARE—These lines are new amongst the most prominent sellers. Orders are much heavier, especially in cutlery, and the general trend all over the country is to extend the Christmas stock. The lines mostly called for seem to be carvers in cases, table cutlery, table spoons, berry spoons, pickle frames, and table kettles.

SPORTING GOODS—Skates and hockey sticks are very much in demand, and good consignments are being shipped. Guns and ammunition are not quite so prominent, but that is not altogether unexpected, after the recent heavy demand. Snowshoes, toboggans, and sleds are moving freely. In fact, all the winter sporting lines have felt the influence of the recent colder weather.

MINERS' SUPPLIES—There is not much character to the demand, but fair sorting orders are going out. Railroad supplies are somewhat quieter. We quote: Miners' picks, 16½ a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The market is very firm under the strengthening of prices all the way round. No change, however, is announced, and we quote: Discounts on carriage bolts, ¾ and smaller, 70; machine bolts, ⅞ and smaller, 70; machine bolts, ⅞ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS—As we anticipated last week, wire nails have advanced and instead of being $2.15 are now quoted from between $2.25 to $2.35. Cut nails are also now $2.40. The demand is very heavy, and if the drain continues, and it will in all probability, there may be a stortage before long. Merchants should watch the situation carefully.

SCREWS—The market is very firm, but no change has been announced. The demand is good for all sizes. We quote: 85 and 10 off for flat and round head bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES — The demand is now very good, and most satisfactory shipments are being made. Camp supplies are also in good request. We quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades 43c per foot and up; axe wedges, 25c a doz. and up.

SHOVELS—There is not much character to the market. The demand is steady at unchanged prices. We quote: First and second grades of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

STOVES AND RANGES—The colder weather has stimulated the sale of stoves and ranges, and supply houses are more satisfied with the trade doing. The market is very firm, and confident. Oil heaters and cookers are likewise showing improvement.

WIRE—Plain wire, bright, annealed, and annealed and oiled have advanced 5c, and are now $2.35 base. Staples have advanced 5c, and are now—bright, $2.60 and galvanized, $2.85. Other lines are unchanged, and we quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; gal., $2.85.

IRON PIPE—The advance last week does not seem to have checked the demand very much, and good orders have been received during the week. The difficulty in obtaining delivery in some sizes is naturally more marked than ever. We quote: Discounts ¼-in. black, 63; galvanized, 48; ⅜ black, 59; galvanized, 44; ½ black, 69; galvanized, 59; ¾-in. to 4-in. black, 71½; galvanized, 61½.

TORONTO.

October 22.—The outstanding feature in the hardware situation this week is the advances which have taken place in various kinds of wire and nails. Roughly there is a $1 a ton increase on wire and staples and $2 a ton on nails, both wire and cut. All other commodities remain at last week's quotations.

The movement in hardware holds brisk, especially late fall goods and early winter lines. The western trade is taking up builders' hardware in good shape, some big orders having recently been placed. Toronto still keeps up a

brisk trade in this line. Structural steel also is enlarging its boundaries and orders come from scattered sections. Country trade is active and hardwaremen in the smaller centres report collections generally good.

SPORTING GOODS — Rifles are the most wantable articles in demand just now, a number of hardwaremen handling sporting goods stating that this season so far is better than last year. Loaded cartridges and shells are prominent sellers, too, as in fact are all hunting goods, particularly knives, belts, caps and coats. Camping outfits are going out more exclusively to parties of hunters. Football supplies are moving fairly well.

WIRE—With the recent advance in rods and other manufactured iron and steel lines, both in the U. S. and in Canada there has come about as a natural sequence an advance in the products of these lines. In general the advances on wire and staples amount to $1 a ton, and on the products of wire an advance of $2 a ton. Hay wire in coils is now at a $2.35 base, f.o.b., Toronto, instead of $2.30. Smooth steel wire has also gone up 5 cents to $2.35. Stove pipe wire has gone up 5 per cent., the discount now being 10 p.c. straight instead of 10 and 5. Staples have increased 5 cents per hundred pounds, bright staples are now $2.60, and galvanized are $2.85.

NAILS—Both wire and cut nails have advanced about $2 a ton. Following the lead of wire, wire nails went up 10 cents a keg on all sizes. The base price is now $2.40 for cut and $2.35 for wire nails. The cut nail advance is a sympathetic one, the higher price following a day after the increase of wire nail quotations.

SEASONABLE LINES—Late fall and early winter goods have the call. Shovels of all kinds are especially brisk now, from the snow shovel to the post-hole variety. Picks also are good sellers. Sleigh bells, scrapers, cow ties, lanters and barn goods generally are in splendid demand. Some cobbler's outfits have been sent to country points, as also have plenty of bucksaws, and some cant hooks, snowshoes, pumps, loading blocks, tongs, wedges, and registers for hot air furnaces. Stoves and heating and lighting lines with all their accessories are very active this month.

BUILDERS' HARDWARE—Western Canada is coming forward with some good orders for this line of hardware. The local situation has not at all lessened in demand. All kinds of locks in sets and singly, as well as hinges, fasteners, knobs, catches, etc., are freely bought up. Metal shingles, cornices, ceilings and walls are also in demand, as are the many kinds of ready roofing and building paper. Metal ventilators, etc., are selling well. In conjunction with this line of hardware builders' tools are active and firm. Saws, drills, screw drivers, reamers, planes and hammers are in fine demand.

CHRISTMAS GOODS — Sales are light as yet, though cutlery is fairly brisk. Inquiry is good and leads one to expect a splendid selling season shortly. Razors, both safeties and the old-fashioned kind are increasing in sales, and case and cabinet cutlery sets are shown in variety as are also ladies' companions. Scissors and pocket knives look well in the samples shown. Children's goods for winter in sleighs, skates, hockey sticks, iron toys and house toys are plentiful and should prove profitable lines to handle. Silverware and plated-ware, as well as brass goods in the shape of percolaters, kettles, candlesticks, etc., are beginning to be displayed in the city hardware stores.

HOUSEHOLD GOODS—Sad irons are beginning to induce buying. Meat and food choppers, stuffers and fruit presses are selling well as are, too, all enamelware, tinware and galvanized-ware lines, particularly for kitchen use. House-cleaning goods have gone out in fairly good proportions, though the recent rise in broom prices has held up orders somewhat, many hardwaremen preferring to wait and see if lower quotations will be offered later on.

HEAVY GOODS—Structural iron is being ordered in small lots from various sections of the country, showing a disposition of this line to oust wood. Pipe, rod, bar and rod iron are very active, more especially in some small sizes. Screws have not yet advanced and while manufacturers are holding their prices firm the local market during the past two days is not so strong, though with the advance in nails it may be that screws will soon follow.

U. S. IRON TRADE.

Cleveland, O., Oct. 21.—The Iron Trade Review says : Freight car buying by the railroads which had not been of prominence in the market for a number of weeks past, has been resumed vigorously, and more than 8,000 cars have been placed the past week. The prospects before car builders are reported as excellent, and some of the largest systems of the country are expected to make large additions to the purchases of cars recently closed. The need of an increased supply of rolling stock is daily becoming more apparent to railroad officials, and in some quarters, notably in the coke regions, the scarcity of suitable cars has already been felt in the impeded movement of freight. Buying into next year is now under way in rails, bars, shapes, plates, tin plate, sheets and wire products, but generally contracts are being accepted cautiously and with discrimination. Line pipe has again been advanced $2 a ton.

U. S. METAL MARKETS.

New York, Oct. 21.—"The Iron Age" says : New business going on the books of the large steel companies is very heavy and the problem of securing a sufficient supply of raw materials to take care of it is still present. Partly, no doubt, because the trade is growing used to the pace, there is less excitement than was apparent in September. Yet with some producers of pig iron, sales for the first half of October have been greater than for that portion of September, when fear of a runaway market was greatest.

Satisfaction is expressed that the talk of pig iron importations—and it is largely talk thus far—has acted as a check upon the advance. The buying of pig iron has kept up in the past week, and has included same liberal orders from foundries, chiefly for delivery in the first quarter and first half of 1910. Bessemer pig iron has advanced to $19, at Mahoning and Shenango Valley furnace, under buying for the first quarter of next year. The scarcity of billets is acute. Considerably higher prices are named for delivery next year.

In finished material the pressure upon the mills is increasing in some lines. As an indication of the remarkable demand upon bar mills is the fact that one important producer of twisted bars for concrete has shipped more of that product in 1909 than in both 1907 and 1908.

METAL NOTES.

The Quebec Scrap Metal Co., Quebec, have dissolved.

The Vancouver Engineering Works have installed a complete and up-to-date plant for the production of steel castings. The "surface blown Bessemer" process is used.

The Irondale Steel Co., of Ifondale, Wash., and the proposed steel plant at Vancouver will be merged into a new corporation to be known as the Western Steel Corporation, with an authorized capital of $20,000,000.

The Dominion Iron and Steel Co.'s plant at Sydney is overtaxed at present with orders, and they have been compelled to turn over some of their work to the Nova Scotia Steel Co.

The steel steamer Canadian brought down to Port Stanley last week from Port Arthur, 750 tons of pig iron for distribution among the different foundries in western Ontario. This is the first arrival of pig iron from the west received at Port Stanley.

The net gain in active furnaces in the U.S. in September was 18 and the weekly capacity of the 299 furnaces in operation October 1 was 564,885 tons, or at the rate of above 29,750,000 tons a year, counting charcoal iron at about 1,000 tons a day, a new record.

The output of iron for the year ended June 30 last at the Soo furnaces, as compared with the previous year, was as follows: Pig iron, 1907-8, 135,852 tons; 1908-9, 130,268; rails (Bessemer) 117,697, and 126,733; rails (open hearth) 25,321 and 31,732.

The world's production of nickel last year is estimated at 12,800 metric tons, as compared with 14,100 metric tons in the previous year. The maximum recorded production was 14,300 metric tons in 1906. Of the total rather more than half is produced in Europe and the remainder in America, principally from the Lake Superior section of Ontario.

ZINC MINING TO PAY BETTER.

William A. Clark, Jr., son of former Senator Clark, of Montana, announces that he has at last proved that zinc can be extracted from zinc ores in such quantities that the zinc industry will be revolutionized and foreign competition eliminated from the United States. Comparing the present price of copper, 12 cents, with that of zinc extracted by the new process, Mr. Clark said the value of zinc to the miner already amounts to 20 cents.

HARDWARE TRADE GOSSIP

Ontario.

Wm. Field, hardware merchant, College Street, Toronto, is in Calgary.

K. R. Cameron, hardware merchant, Dundas Street, Toronto, is in bed ill.

Robert Mulhall, Ottawa, sold thirteen ranges one day last week. He isn't superstitious and says he will do it again any day—Friday not excepted.

Boys playing with matches caused a $1,500 fire in the yards of the Gartshore-Thompson Foundry Co., Hamilton, last week, where 200 tons of hay was stored.

W. L. Cummer, managing director of the Dowswell Manufacturing Company, Hamilton, was a caller at the Toronto office of Hardware and Metal on Tuesday.

The National Mfg. Co., Orillia, which manufactures and sells through its agencies steel ranges, stoves, cream separators, etc., have bought new show rooms at Stratford.

Donald McGregor Campbell, manager of Tweeddale & Co.'s hardware store, Fredericton, N.B., was married at St. Mary's, Ont., early last week to Miss Z. J. Burtt, of that place.

The nickling department of the Guelph Stove Co., has had to work over time of late in order to catch up with their orders, many of which come from the eastern and lower provinces.

W. McBrien, of the McBrien Manufacturing Company, Toronto, is in Cleveland this week purchasing some nail making machinery for their new plant. He expects to visit Pittsburg and New York before returning home.

The shareholders of the Tobin Arms Mfg. Co., Woodstock, have elected H. A. Little, president; Frank M. Tobin, vice-president and general manager; L. W. Sovereign, secretary-treasurer, and E. W. Nesbitt, A. J. McIntosh and W. J. Taylor, directors.

G. F. Steele and Reg. F. Scott, of Forest, have taken possession this week, of the hardware stock of Jackson & Yorke, Parkhill, and are adding a complete stock of shelf hardware to the stock on hand. Both these young men have had several years' experience in the hardware business.

Quebec.

Gordon Seybold, of Starke-Seybold, Montreal, is in New York.

The assets of J. C. Paquette, hardwareman, Sherbrooke, have been sold.

The assets of Provost & Baigne, hardware merchants, Montreal, have been sold.

Allen Dods, of P. D. Dods & Co., Montreal, is on a holiday at Saranac Lake.

Alex. Gibb, manufacturers' agent, Montreal, has gone to New York on a visit.

H. K. S. Hemming, of the Hemming Mfg. Co., Montreal, is on a trip to New York.

Archie Macfarlane, manufacturers' agent, Montreal, has returned from a business trip to the Pacific Coast.

A. M. Thompson, of B. & S. H. Thompson, Birmingham, was introduced on Montreal 'change by F. Wilkinson.

The sheet lead mills of the James Robertson Company, Montreal, are again in operation after the recent fire.

M. J. McLaughlin of the United States Steel Products Export Co., Montreal, is on a trip to Detroit and other western points.

A. E. Hanna, of the Dominion Wire Manufacturing Co., Montreal, has been admitted to membership on the Montreal Board of Trade.

C. C. Ballantyne, managing director of the Sherwin-Williams Co., Montreal, has resigned as a director of both the Canadian Rubber Co. and the Canadian Consolidated Rubber Co.

C. C. Ballantyne, managing director of the Sherwin-Williams Co., Montreal, and a member of the Board of Harbor Commissioners, has resigned as a director of both the Canadian Rubber Co., and the Canadian Consolidated Rubber Co.

W. S. Howe, formerly advertising manager and in charge of the small tool department of the Canadian-Fairbanks Co., Montreal, has become associated with the S. A. Woods Machine Co., Planer specialists, Boston. Mr. Howe was formerly with the S. A. Woods Machine Co. for about ten years.

Art. Ross, of Peel Street, Montreal, who secured the puck in the hockey game last winter, between the Wanderers and Ottawa, which decided the possession of the Stanley cup, has had it handsomely mounted with a silver shield commemorating the occasion and has presented it to the Ottawa club the winners of the game.

Western Canada.

Arthur Hayr, of Hayr Bros., hardware merchants, Lethbridge, was married to Miss S. C. Davis on Tuesday of last week.

An unexpected explosion of gas in the basement of J. T. Brock & Co.'s hardware and tinshop, at Lumsden, Sask., one day last week resulted in almost destroying the building from the outburst of flames immediately following. The windows were blown out by the force of the explosion. The damage amounted to about $2,000, fully insured.

HARDWARE PATENTS.

The following is a list of Canadian patents issued by the Patent Office on Oct. 1, 1909, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa:

120747. W. V. Ellis, Huntingdon, Pa., rests and lifting levers.

120753. A. W. Paterson, San Francisco, wrenches.

120 825. G. J. Dallison, Ottawa, Ont., cranking handles.

120896. D. F. McDonnell, Mineral, Wash., nut locks.

120899. P. Nelson, Fortuna, Cal., combined bread cabinets and cutting knives.

120902. W. E. Parkinson, Crown Point, Ind., boiler flue fasteners.

120906. G. L. Rice, Wright, Iowa, brackets.

120916. C. Smart, Hendrum, Minn., gang plows.

120946 F. Hatchman, St. Paul, Minn. wrenches.

120949. J. Boulieu, Sault St. Marie, Mich., wrenches.

120961. H. L. Staley, Martinsville, Ind., Oscillatory Rotary Gearing.

120964. J. F. S. McWhorter, Riverton, N.J., cotter keys.

121022. C. H. Covey, Marietta, Ohio, nut locks.

121038. J. H. Ham, Brantford, hinges.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Acetyline Brass Fixtures. — W. H. Turnbull & Son, Scotland, Ont., ask where they can buy brass fixtures for acetyline gas work.

These goods may be had from the James Morrison Brass Mfg Co., 93 Adelaide Street West, Toronto, and the Rochester Lamp Co., 105 Church Street, Toronto.—Editor.

HUNTING SCENE IN WINDOW.

An effective hunting scene shown in a Pacific Coast hardware store last fall was made up with a rail fence and the figure of a man in hunter's costume as the central features. Inside the fence was a tree with the familiar sign, "No Hunting Allowed," and a small pool of water surrounded by thick underbrush, amongst which could be seen pheasants and other wood fowl. The hunter carried a rifle in his hand and was in the act of crawling through an opening in the fence. A strip 18 inches wide and the full length of the window was left along the front for the display of hunting-knives, revolvers, shells, duck calls, etc., while rifles and shot-guns were shown on a rack at the right end of the display. The birds were borrowed from a taxidermist.

FOR BUSY MEN.

One of the shortest and simplest methods known for calculating interest is to multiply the principal by the number of days and divide as follows:—

For 4 per cent., divide by 90.
For 5 per cent., divide by 72.
For 6 per cent., divide by 60.
For 7 per cent., divide by 52.
For 8 per cent., divide by 45.
Then point off four decimal places.

For instance, to find interest on $360 for 92 days at 8 per cent., multiply $360 by 92, and divide by 45, and point off four decimal places. The result is $7.36.

The average user of a .22 rifle will run a dry rag through his rifle and maybe apply a few drops of oil and think it is clean. A rifle barrel should first be wiped with a wet rag, then with three dry ones. A coat of oil should then be applied and later vaseline.

Trade Gossip from Canada's Eastern Provinces

Industrial Development at Sydney—St. John Hoping to Secure Shipbuilding Plant and Sugar Refinery—Presentation to Montreal Manufacturer.

ST. JOHN.

October 21.—The board of trade, city council and business men generally have for several days been discussing the reports that St. John has been selected as a site for a big shipbuilding plant and dry dock, and on every hand expressions of satisfaction are heard over the probability of such an enterprise being started here. Probable sites at Courtney Bay and on the west side are being talked of and the board of trade has appointed a committee, consisting of the President, Vice-President and W. H. Thorne, of W. H. Thorne & Co., to act with the city council in presenting St. John's advantages before any representatives of shipbuilding firms who might come here to look over the ground.

F. C. Durant, of New York, who some time ago made a proposition to the city for the establishment of a sugar refinery here, is again in the city. He is accompanied by M. H. Day, of Montreal, and is endeavoring to get concessions for the industry. Mr. Durant has been looking over sites at St. Andrews and has been offered attractive inducements to locate his plant there. The matter is not yet decided.

F. S. Walker, plumber, Germain St., purchased at auction last week the ferry steamer Quangandy, which was sold by the city.

W. E. H.

HALIFAX.

October 18.—The year 1910 promises to be a period of marked industrial development in Sydney. A company subsidiary to the Sydney Cement Company has been formed and has already commenced construction upon a plant for the manufacture of brick from blast furnace slag cement, and this industry will be a producer by the first of the year, or possibly at an earlier date.

The Dominion Tar and Chemical Co. are increasing their plant to the extent of about seventy-five per cent. or nearly double their present capacity, with a view to taking care of the crude by-products, the result of the expansion at the Steel plant.

The Dominion Iron and Steel Company have just closed a contract with the Canada Foundry Company, of Toronto, for the construction of an additional blast furnace (complete) an extension to the Bessemer plant, and two five hundred ton open hearth furnaces, (complete) of a new type, and for the carrying out of a new process in the making of open hearth steel. This contract involves the expenditure of over half a million dollars. Hitherto all the company's furnaces have been constructed by a Pittsburg firm. Besides this contract the Steel Company will immediately proceed with the construction of an additional rod mill, two merchant mills, and a fourth mill (not named) for the production of finished material. The construction of an additional 125 by-product coke ovens is now well under way. The company have also upon the ground, in bond, a plate mill, which they are prepared to place in operation at once and which will provide the material for steel shipbuilding.

Several other industrial ventures are on the tapis and, taking everything into consideration, the coming year promises an era of development in Cape Breton that will eclipse all previous records in the eastern part of the province.

The National Rolling Mills Company, a million dollar proposition, is also assuming shape, and active operations may be started about the first of the year.

The Steel Company have also decided to operate their pumping station at the Sydney River dam by electric power transmitted from their own plant.

J. H.

MONTREAL.

October 20.—It is not often that the head of a firm is remembered on his birthday by his staff, and yet this was the somewhat unique experience of Arno A. Bittues, managing director of the Gillette Safety Razor Co., of Canada, Montreal. On Saturday last Mr. Bittues was waited upon by a deputation and presented with a handsome kit bag, and told in a few words by Superintendent Peterson that the staff wished to remember his birthday. The recipient was taken by surprise, but that he was very delighted by this signal proof of the harmony existing between the management and the staff, could be understood from his little speech of thanks. Since the opening of the factory Mr. Bittues has been very happy in his relations with the staff, and the entire force have worked together with remarkable success.

F. Orr Lewis, president of Lewis Bros., Montreal, has returned from a lengthy stay in the Old Country. Mr. Lewis states that Canada's credit stands higher than ever over there, the reason being that a greater knowledge of this country and its resources had been gained. British financiers, or their agents, had been visiting Canada in great numbers. They had studied her problems, and had recognized that within the next few years Canada would have to spend immense sums for the development of her resources, and the perfecting of her waterways. They know that the country has great possibilities and vast resources. They have the money, and are glad to invest it.



ARNO A. BITTUES, MONTREAL,

Managing Director Gillette Safety Razor Company, of Canada.



SOME OF THE MONTREAL ROLLING MILLS STAFF.

G. D. Clewes, A. J. Wood, J. C. Jones, Ross McMaster (Assistant General Manager), H. T. Diplock, A. H. Hough, and Wm. Moseley.

Interesting Trade Items Gathered in Ontario

Brantford Merchants Stop Exhibiting at Local Fairs—Chatham Merchants Subject to a New Form of Graft—Moose Exhibited by Toronto Hardware Store—Hardware Store at Owen Sound Changes Hands.

KINGSTON.

October 20.—At a joint meeting of the city council and the board of trade, it was decided to inaugurate a more aggressive policy towards the securing of new industries for the city.

Alderman "Harry" Angrove, of Angrove Bros., sporting goods, has been asked by his friends to become a candidate for the mayor's chair for 1910. Ald. Angrove has been a member of the council for six years, and has been a good representative.

The Crescent Wire and Iron Works has turned out a special line of office baskets, which should bring forth a ready sale. The company is making special mention of them in the local papers, a fine cut of the baskets being shown with the advertisement. This firm is turning out a fine line of wire goods of all kinds. E. G. B.

TORONTO.

October 21.—A. E. Kemp, of the Kemp Mfg. Co., and Peleg Howland, of H. S. Howland, Sons & Co., have been appointed by the Toronto Board of Trade delegates to Ottawa in regard to deepening the Welland Canal.

The officers and shareholders at Aikenhead Hardware, Ltd., on Friday evening last waited upon their president, Thomas Edward Aikenhead, and his wife at their home in Markham Street, the occasion being their silver wedding, and presented them with a handsome silver tea service. The address and presentation were made by S. T. Sheppard, the secretary of the company. Mr. and Mrs. Aikenhead were taken completely by surprise. Mr. Aikenhead expressed in fitting terms his appreciation of the gift. A pltasant evening was enjoyed by those present.

A mammoth moose weighing 1,200 pounds is being exhibited this week in the doorway of Rice Lewis & Sons' store, on King Street, and is proving a great drawing-card to the display of hunting goods in the east window, and incidentally a big advertisement for the Winchester rifle. The moose was brought down with a single shot by C. Price Green of the C.N.O.Ry., and is one of the largest specimens ever brought to Toronto. The display is one of the best business attractions in the down town section of Toronto in recent years. There are spectators before the display all day long. J. O. H.

BRANTFORD.

October 19.—A gasolene plowing engine, just manufactured by the Goold, Shapley & Muir Co., was tested on Friday, and proved to be very satisfactory. The firm will push this line, with a view to large trade in the west.

Howie & Feely are conducting a sale of graniteware again this week. They state that their previous sales were very successful.

The plans for the new Y.M.C.A. building have been revised, and the general secretary states that the proposed new building will cost about $100,000. The plumbing contract will be a large one, and local plumbers will make a bid for the trade.

Local hardwaremen read with much interest the opinions of Guelph hardware dealers re the displays at fall fairs. This year saw no local stove or hardware dealers exhibit at any of the fall fairs in this district. "It is a waste of money to do so, for it does not reach the consumer individually, the children generally getting loaded up with booklets and other advertising matter, which, on reaching home, are usually consigned to the woodbox to light the fire with. Besides, the labor and time of the employes are usually to much taken up at this time of the year, instaling furnaces and ranges, so that it is not only non-productive of results, but is actually a drag," said one local dealer. "We prefer to reach out after the individual, and by a heart-to-heart talk succeed where a booklet would be seed sowed on rocks."

A. W.

OWEN SOUND.

October 19.—The hardware and plumbing business of McCorkindale & Hall, East Second Ave., Owen Sound, has been purchased by R. Morran & Son, of this town. They are stocking up with a full supply of shelf and heavy hardware, the opening order for shelf and heavy hardware being placed with D. H. Howden & Co., London. R. Morran & Son are going in strongly for plumbing, heating and gasfitting, as soon as necessary alterations are completed. Earl Morran was clerk with R. P. Butchart & Bro., before going into the new business.

Figures have been submitted to the town council for the construction of the proposed dry dock at this port. The estimate was prepared by R. McDonald, C.E., who places the cost approximately at $225,000. The plans and estimates will be forwarded to the department at Ottawa, with a view of having the undertaking given the statutory subsidy by the Dominion Government. W. P. Telford, ex-M.P., has been working persistently on this proposition. The Polson Company, of Toronto, who formerly operated the steel shipbuilding plant at this port, have offered to enter into a working arrangement in connection with the dock, and the Town of Owen Sound will, no doubt, vote substantial financial support for the scheme. G. T. C.

WINDSOR.

October 19.—In the fall of 1906 the Lufkin Rule Company, Saginaw, Mich., with branches in New York and London, England, on account of their increasing Canadian trade, purchased the brick factory building formerly occupied by the Peninsular Tool Company on Caron Avenue in this city, with about 400 ft. of ground fronting on the same avenue, and proceeded to manufacture all kinds of measuring tapes and measuring rules in this building.

The venture was a success and on May 15, 1908, a Canadian company was organized to carry on this business. The company is known as the Lufkin Rule Company of Canada, and on the above date secured a charter under the Ontario corporative act. The business from its inception grew to a remarkable extent, and early this year the new company began the construction of an additional factory building fronting on Caron Avenue one hundred and sixty feet in length and containing basement and two floors, with electric elevators, and equipped with all modern conveniences. The building is now nearing completion and new machinery is being installed. This new building, in addition to the old one, gives the company ample facilities for taking care of their growing business. The officers of the company are: Fred Buck, president; Theo. Huss, secretary and treasurer; Edwin Russell, superintendent; J. A. Hossack, sales manager.

Mr. Russell is an Englishman by birth and first resided in Ontario before becoming connected with the Saginaw concern. In addition to his administrative ability he displayed a rare mechanical knowledge that well fitted him for his appointment to take charge of the Windsor factory. He has taken up his



New Plant of Lufkin Rule Co., Now Nearing Completion at Windsor.

permanent residence here and is a welcome addition to our rapidly-increasing population.

Mr. Hossack was formerly Canadian representative of a large manufacturing concern in Birmingham, England, before taking charge of the sales department. His residence is in Toronto, although he very frequently visits the factory at Windsor.

The new portion of the factory is 160 by 41, while the "L," or original premises, is 100 by 30 feet. There is also a power plant, 40 by 50, equipped with boiler, engine and electric generators.

In the basement of the new building the etching, nickel-plating and polishing work will be done. The main floor will be devoted to leather work, assembling of parts and shipping. The second floor will be taken up with the manufacture of woven tapes.

In the old building machine and metal work will be done, as well as the manufacture of hickory board and log rules and steel tapes. The main office will be in the front corner on the ground floor.

This firm turns out three different kinds of rules—steel, brass and wood—and manufactures cotton, linen, metallic steel and bronze tapes.

The contractors on the new building were: Brickwork, Thompson Bros.; carpentering, George Haugh; plumbing, J. E. Purser & Son; roofing and tinning, P. Dresch.

When the new building is completed in about a month's time fifty men will be employed. W. W.

CHATHAM.

Oct. 19.—Chatham merchants of late have been experiencing a new scheme in the way of levying tribute upon the mercantile fraternity.

This fall a couple of schools in this vicinity are holding corn fairs under the auspices of the Ontario Corn Growers' Association. Straightway the people in control canvassed the merchants of the Maple City for prizes to be offered at these fairs.

President A. D. Westman, of the local Merchants' Association, was among those approached, and flatly declined to contribute anything, though it is understood that in one case the promoters went so far as to threaten him with the loss of a substantial plumbing job. A few merchants contributed, but they seem to have been all outside the regular association membership.

President Westman brought the matter before the merchants at their meeting last week when he was warmly congratulated upon his stand and the merchants unanimously declared that contributions of this nature came under the ban of the association, the members of which some time ago decided that they would not contribute prizes of any sort. W. E. P.

News From the Prairie and British Columbia

American Concern May Locate at Vancouver — English Firm May Establish Iron Works on Vancouver Island—Good Condition of Trade Reported at Calgary — Winnipeg Merchants Turn Business Away.

CALGARY.

October 18.—It is the unanimous opinion of the hardware merchants of this city that business in their line for the past season has been exceptionally good, and reports would indicate that the outlook for the future is very promising. Jobbers are uniformly busy, and they have the satisfaction of knowing that the volume up to now is much better than for the same period of any of the past years. The ideal weather that has been experienced throughout the province this year has certainly aided trade.

The building outlook is extremely promising. Every contractor in the city is busy with new work, and hardly able to handle repair work, so that several who curtailed contracting are getting this class of work. The activity in building continues, and many fine dwellings are being erected throughout the city. Among the business blocks that are being built is a fine one for W. R. Hull. The building will be modern throughout, of six storeys in height, and will be mostly used for offices. Building permits have been issued for September to the amount of $280,000.

Work has been very brisk during the summer in the erection of different elevators. The principal companies here are the Alberta Pacific, the National Elevator, the Cumming Elevator, the West Coast Grain, and the Globe Elevator Co., whose head office is at Chicago, so Calgary is becoming as famous for elevators as Fort William.

The total sales of Bow Valley irrigated lands up to the end of September this year show five acres sold for every acre disposed of during the same period last year.

A. M. Marshall, president of the Marshall-Wells Hardware Company, Duluth, and Mr. Annis, vice-president of the same company, and manager of the different Canadian branches, and Mr. Marshall, Jr., who is also connected with the firm, who are on a trip through the western provinces, were visitors here this week. The party were greatly impressed with the industrial and commercial enterprise of this city.

Prospects for this city in particular never looked brighter, and nothing can stop the forward movement and the splendid impetus that has been obtained in all lines of business—particularly hardware. A. R. A.

VANCOUVER.

October 16.—The Jordan-Wells Railway Supply Company, American manufacturers of innumerable patent devices made necessary by improved methods of transportation, are credited with seeking a location in New Westminster. It is understood a deal for a site is pending with a firm of Vancouver realty dealers.

Permits were issued during the past week to the value of $160,500, the largest being for a $30,000 apartment house for J. V. and George E. Lightheart. R. B. B.

VICTORIA.

October 14.—Donald M. McGregor, representative of the Middlesbrough Steel Strip Co., Middlesbrough, England, is in the city. Mr. McGregor has been making investigations into the iron and coal properties of the island, with a view to the establishment of a branch steel works on Vancouver Island. No definite place has been decided upon to erect the works, though the company has purchased some property near Victoria.

The contract for the completion of the Alberni branch of the E. & N. Ry. has been secured by the Calgary firm of Janse, McDonell & Timothy.

The contract for building the new Convent school at Ladysmith has been awarded to John Avery of Victoria. Concrete blocks are to be used in the construction of the new building, which will be three storeys in height, 82 feet long by 47 feet wide.

The city council are to purchase a hose tower to cost $600, together with other needed fire fighting apparatus.

The Oak Bay municipal council are calling for tenders for the laying of water mains. W. B. C.

WINNIPEG.

October 19.—It is very evident that the matter of advertising is not given much concern among retail hardware dealers of this city. There is a tendency for all merchants to be reticent in this regard, but in these days we are seeing a revival among retailers in the matter of publicity. Just why the hardware merchant should be more slow to enter the advertising arena than some other merchants is not easily explained. The grocer has the goods that appeal to the appetite. The furrier can appeal to the man or woman who shivers in the cold. The clothier can attract the well-dressed man through the ad. columns of the press. These are all advertising and profiting by it, why are not more of the hardware merchants? Have they not got the goods? Must they take a secondary place among retailers, because they cannot develop trade by means of publicity? This is surely not true. Every retail hardware merchant has goods which appeal to all kinds of people. The department stores advertise extensively and the hardware lines are constantly kept before the public. This fact is known, yet retailers will stand idly by and watch their own custom diminishing, and make no attempt at publicity. They actually see those who advertise take away their business, and they don't know why. Merchants must advertise. It is a part of the trades life in this age. Why should not every merchant, who has

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

MANUFACTURERS' agent in England wants to secure agency for some good Canadian manufacturers. Can give best references. Box 895, HARDWARE AND METAL, Toronto. (43)

AGENT WANTED

REPRESENTATIVE WANTED for Quebec by wire fence manufacturers to call on hardware and implement trade. Must have good connection and speak some French. Replies confidential. Box 901, HARDWARE AND METAL, Toronto, (43)

ARTICLES FOR SALE

FOR SALE—One No. 112 Defiance Hot Water Heater, only used last winter, good as new. Also, one 31-inch stove pipe former 2-inch, rollers, good as new. Will sell cheap. W. F. Earl, Athens, Ontario. (45)

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware business, established 25 years, in one of the finest towns in Province of Quebec. Good farming and dairy country. Box 899, HARDWARE AND METAL, Toronto. (44)

GENERAL hardware, stove and bicycle business in one of the finest farming and dairying counties of Ontario. Stock about $4,500. Apply Box 906, HARDWARE AND METAL, Toronto. (46)

HARDWARE STORE TO LET in best business section of Montreal; rent $100 per month; the store is equipped with up-to-date hardware fixtures, which will be sold at a bargain, either with or without store. Apply Box 730, HARDWARE AND METAL, Montreal.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

HIGH CLASS HARDWARE, STOVE and tinware business for sale; western Ontario city, 15,000; stock about $10,000. Box 902, HARDWARE AND METAL, Toronto.

FIREPROOF SAFES, VAULTS, ETC.

IF YOU are in the market for a Safe or Vault Door, let us send you our illustrated catalogue "S." Our Safes are made to suit all requirements, from the smallest household Safe to the largest bankers' Safe made. The material and workmanship used in the construction of our Safes are the best obtainable. They are made to stand any fire through which they may be called upon to pass. Write to-day for book showing Safes which have passed through Canada's most severe fires. Address all inquiries to Dept. "S," The Goldie & McCulloch Co., Ltd., Galt, Ontario, Canada. (tf)

MISCELLANEOUS

THE ability of your hand-writing, as well as the ease and speed with which you execute it, are matters of great importance. They are also matters of pen point. Use "Crucible" Steel Pens and settle the matter. 15 different styles. Ask your dealer for free samples and pick out the pen you want. If he cannot supply you, ask us and we will send samples by return mail. The Copp, Clark Co., Ltd., 64-66 Front St W., Toronto.

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

EE RLESS CARBON PAPERS and TYPEWRITER RIBBONS are unequalled in writing, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept 10 Front St. East, Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

COUNTER CHECK BOOKS—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using—we'll send you prices that will interest you. Our holder with patent carbon attachment will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

INSTAL an Otis-Fensom Hand-Power Elevator. Costs only $70. Merchants and other business men can turn a second-story lumber room into a properly equipped warehouse, leaving ground-floor unhampered by reserve stock, packing cases, etc. When power is available, we suggest a belt driven elevator operated by motor or line shaft. Write for catalogue containing illustrations of the different kinds of elevators we handle. Otis-Fensom Co., 1401, Traders' Bank Building, Toronto. (tf)

IF YOU ARE A GOOD SALESMAN and can furnish satisfactory references we can place an attractive proposition before you whereby you can buil'd up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, HARDWARE AND METAL, Toronto

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods, and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder with a flexible back. There are no exposed metal parts to injure the desk. It is a book, not a box; and will hold firmly ten sheets or a thousand sheets—just as many as you actually require and no more. The book is stronger than any other, the alignment perfect, the sheets lie close to the desk, and the writing surface is flat. Booklet on request. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

SITUATIONS VACANT

WANTED—Hardware salesman for retail store; must be good stock keeper. Write, stating age and experience and salary expected. None but first-class stock keeper need apply. Apply Box 904, HARDWARE AND METAL, Toronto. (44)

stoves, brushes and cutlery to sell, tell the public about them?

Owing to the increasing popularity of fire-place mantles, retailers everywhere should endeavor to carry these lines. The movement is very heavy in mantels for gas, electric and coal grates, and more retailers could handle them. The writer happened to be in a retail hardware store a few days ago, when a young married couple entered, and asked to see some oak mantles and fixtures. They were politely told that, "we do not handle them, sorry."

H. E. Sharpe, since 1881 manager of the Imperial Oil Co. in the west, died at his home here on October 17. Mr. Sharpe was born in Middlesex County, Ontario, in 1841.

J. E. Thomas, late manager of the System Store of this city, has opened up a manufacturers' agency on Bannatyne Avenue. The lines which he is handling chiefly are furnaces, which he equips and instals. The demand for heating is so great at present that hot air furnace work is occupying his entire attention. Toward spring Mr. Thomas may be controling several important agencies.

Bert Lennox, of the Lennox Hardware Co., has been compelled to give all his time of late to the plumbing and heating end of the business.

James Lawrence, manager of the Ashdown retail store, left the city for Chicago, a few days ago, on a pleasure trip. He will return next week. During his absence, W. J. Elsie is in charge of the store.

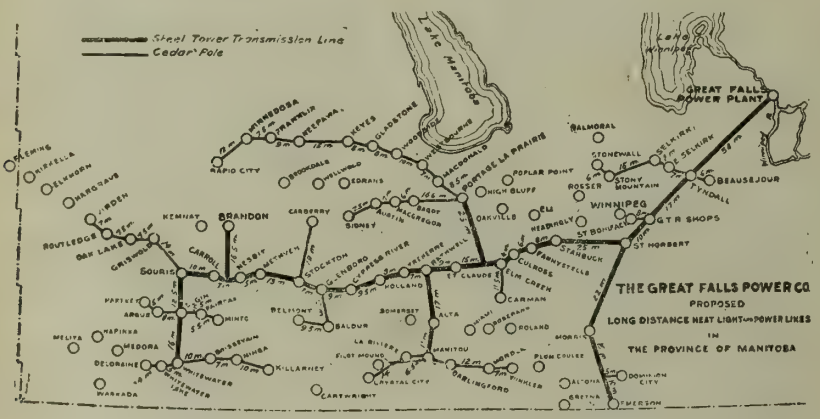
L. C. H.

MANITOBA POWER LINE.

The extent of the exploitation of electrical power throughout Manitoba by the Great Falls Power Co., and the cities and towns that are included in the scheme, can be understood by the accompanying map.

The extent of the available power at Great Falls, on the Winnipeg river, is conservatively computed at 250,000 horsepower, and negotiations are now pending with every municipality on the route for the service.

Upon completion of these negotiations the Great Falls Power Co. announce that work will be begun so that the transmission of electrical power will be an accomplished fact in 1911, two years from the present summer.



Proposed Long Distance Heat, Light and Power Lines in Manitoba.

CAMP STOVES IN WEST.

A heater which is peculiar to the west is the cylinder-shaped wood stove. It is surprising the great number of these that are in demand at the various winter quarters of lumber camps, construction camp stations, etc. It is admirably adapted to campers and lumbermen's needs. The shelves on the sides may be changed for cooking purposes or for warming the feet. Many retailers are handling them and everywhere they are moving well.

WARREN CO.'S NEW FACTORY.

So great has been the demand of late for the Hubbard patent portable steel bakers' ovens that the makers of them, the Warren Mfg. Co., for the past twenty years located at 90 York Street, Toronto, have been compelled to erect newer and larger premises to take care of the increasing orders. The new factory is located at 782 King Street west, and it is essentially a modern plant in every respect, being fully equipped with the latest electrical appliances, one of them a machine for driving rivets, which is interesting to watch at work. The heavy machinery is installed in the basement; the office occupies the front part of the first floor, with workshop behind, and the showrooms take up the second floor.

The Hubbard oven has features distinctively its own. It has a brick sole. The warm air flues receive the heat indirectly from the stoves, thus causing an even heat distribution throughout. The flues are of heavy steel, and the fire-pot is a sectional cast-iron one. At present this oven is enjoying an immense popularity in the west. The fuel used to heat these ovens may be either coal, wood or gas, and they have the advantage of being built on sanitary principles. Hot-water boiler connecconnections may also be had. As well as Hubbard ovens the Warren company carry a complete stock of bakers' supplies and cake and bread tins.

PROTECTION AGAINST LIGHTNING

Sheet metal as a protection against lightning is said to have proved itself in Kansas. While many buildings in that State are destroyed by lightning, it is said that few of the tall sheet metal covered grain elevators are burned. An explanation of this is thought to lie in the fact that the sheet metal and the nails and bolts with which it is fastened provide a good conducting substance through which the lightning finds quick release. In the average grain elevator besides the metal covering there are innumerable metal points, chiefly galvanized nails, which tend to dissipate the electric energy. The question of lightning protection has undergone a gradual transition from the time when one or two upward pointing conductors were thought sufficient to a period when such devices were regarded of no avail whatever until finally experts advocated a regular cage-like protection, hidden or exposed over the roof and sides of the building.

A MODERN HAMLET'S SOLILOQUY.

To send, or not to send—that is the question:—
Whether 'tis better to keep the goods,
And so make sure of what is in possession,
Or to let them go, and run the risk of payment?
To send—to part with—perchance to lose!
Ay, there's the rub.
For once the goods are gone
What skill can charm them back,
Or get the cash from slippery debtors?
What will be done when th' account falls due?
Will cash be paid; or e'en post-dated cheque?
Or promise to remit be quickly made
To be as soon forgotten?
And then reminders much like Thunar's blows,
Softly at first; though each with added force.
Yet no response—silent as a shadow—
Ne'er a stiver, nor soothing plea for "time."
Will then "A Meeting" end suspense? —and hope!
If packed, forsooth, with doting relatives,
Bent on proving claims for borrowed money;
Yet solaced by a shilling in the pound!
And theat lean pittance fast in lawyer's grip;—
Leaving us nought but sad experience.
Yet sell we must,
And selling, trust,
That some, some day,
May something pay.

—J. C. Burleigh.

The contract for the Old Folks' Home, to be erected at Middle Church (Winnipeg) has been awarded to S. Brynjolfsson & Co., at a figure in the neighborhood of $25,000.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PRINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS

WINNIPEG, - - - - - MANITOBA



The Question Is Not

Will men honor you for your work? But, does your work honor you? Your concern is not only to create profits for yourself but to sell that which will profit many others beside yourself.

Stephens

PURE PAINT
MADE WITH MANITOBA LINSEED OIL

is the article. There is money in every can for you. There is quality in every can for your customer. Write us *re* our Agency proposition. It will interest you as it has interested hundreds of progressive hardwaremen West of the Great Lakes.

Prompt shipments our HABIT.

G. F. STEPHENS & CO., LTD.

Winnipeg and Calgary

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.
They have Iron to Iron connections.
They have a large Centre Water Column.
They are set without rubber packing or washers.
They have large, powerful Direct Fire Surfaces.
They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 22.—Wholesalers report orders more of a sorting character this week than usual. Few retailers anywhere are stocking just now except it may be in Christmas lines. Cutlery and fancy table goods are moving just now very lively. The movement in stoves has all along been heavy, and they are still going out and will continue to do so for many weeks, in large quantities. Lanterns and weather strip are prominently in demand, while in household goods such as scrubbing brushes and carpet sweepers the output is heavy. Skates and hockey sticks are going out freely to every part of the west just now, and wholesalers everywhere are rushed in these departments. The market on bolts and screws is stronger while manufacturers have made an advance on iron and galvanized pipe. It is reported that wholesalers will make an advance of 3 to 5 per cent. on the following quotations on pipe. We quote an advance of 5 cents on annealed and bright iron wire. Wire nails are also very firm and they may advance. Turpentine has been firm for some time and we quote it at 90 cents to-day.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, 10 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 31½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ½, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20 x 28, full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.10; 8-inch, $3.35; full polish, 6 and 7-inch, $3.85; 8-inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, light 60, and dark 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pennoline 25c; Sunlight, 21c; case $2.35 Family Safety, 24c; Search Light, 22c; Sterling Light, 24; Silverlight, 21; engine gasolene, 24c; Acme Lamp, 32; White Lily, 23; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 73c; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

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Large Stock of
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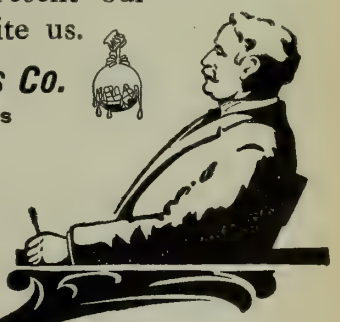
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covers well with one coat. Will not show laps. When applied to a solid surface will not peel, crack or rub off. Soluble in COLD WATER.

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A project is on foot to establish a broom factory at Nelson, B.C.

The new Thunder Bay elevator at Port Arthur is in readiness to receive grain.

The C. P. R. may erect another grain elevator on the harbor front at Montreal.

St. Thomas city council have granted permission to Darrach Brothers to erect a laundry building.

The Quebec and St. Maurice Industrial Co. will erect a small pulp mill at La Tuque, Que.

C. B. Russell, Worcester, Mass., is negotiating for the erection of a tack factory at Morrisburg.

D. C. Knapp, grain dealer of N. Dakota, intends to build a large elevator at Shellbrook, Sask.

The Canada Fibre Co. is the name of a new company floated in Moose Jaw for the purpose of manufacturing binder twine.

C. E. Deakin has commenced the erection of a new office and factory building for Babcock & Wilcox, in Westmount.

The Winnipeg Safe Works have purchased a site close to their present property, where they intend to build a new warehouse.

The Dominion Power & Transmission Co., Hamilton, has secured a permit for a fireproof cement car building to cost $25,000.

The new King Edward concentrator at Cobalt is ready to start operations as soon as power from the Montreal River is available.

An English syndicate has been looking at property along the river front at Levis with a view to the construction of docks and immense cattle yards.

New Westminster will, in all probability, be the site of a plant to be erected by the Western Steel Corporation, of which James A. Moore, of Seattle, is president.

Arnoldi & Law, of San Francisco, have been negotiating with a special committee of the Victoria council as to the establishment of a large steel and iron plant in that vicinity.

The Provincial Steel Co., Cobourg, has put on a night shift to enable them to put through a rush order for the Intercolonial Railway. A shunting engine has just been added to the plant.

The third furnace at the smelter of the British Columbia Copper Co., Phoenix, B.C., was blown in last week and the management expect to be treating close to 2,000 tons of ore per day.

A steel plant is to be established on the west coast of Vancouver Island, not a great distance from Victoria, by the Middlesbrough Steel & Strip Co., a prominent steel firm of the Yorkshire steel centre.

Portage la Prairie ratepayers have approved a by-law granting the Western Radiators, Ltd., a fixed assessment of 20 years. The company will immediately proceed with the erection and equipment of a large plant.

Property on Burrard Inlet has been bought by a Vancouver syndicate for the erection of a sugar refinery. The purchasers include J. W. Stewart, of Kelly, Douglas & Co., railway contractors, and E. F. McFeely, wholesale hardware merchant.

The Dominion Iron and Steel Co., Sydney, has completed plans for the new blast furnace that is to be erected as part of the expansion scheme. The company also contemplate the construction of a second rod mill, two merchant mills, and a fourth mill for finished products.

Another large sawmill will shortly be erected at New Westminster by the Westminster Mill Co., a short distance further up the river from the shingle mill which they now have under construction on the North arm. The new mill will cut about 70,000 feet daily and employ 100 men.

The Harland & Wolff shipbuilding firm from Newcastle-on-Tyne, working in conjunction with the C.P.R., have acquired a large area of land at Levis at which drydocks, ship-repairing and building plants would be constructed this coming spring for the purpose of building Canada's new navy.

A merger has been formed of the Canada Car Co. and the Dominion Car and Foundry Co. of Montreal, and the Rhodes-Curry Co. of Nova Scotia, all leading manufacturers of railroad cars. The Canada Car Co. is capitalized at $3,000,000, and the Rhodes-Curry Co. also at $3,000,000.

The Canadian capitalists, who compose the Canadian Shipbuilding and Drydock Co., are in negotiation with one of the English firms with a view to the establishment of a plant at Montreal. The Canadian capitalists interested are M. J. O'Brien, J. A. O'Brien and J. E. Roy. The British firm concerned is understood to be Vickers, Maxim & Son.

The demolition of the Victoria Pier and the erection of a new concrete landing almost along the whole waterfront will be the undertaking of the Montreal Harbor Commissioners as soon as they get the loan of $18,000,000 promised them by the Dominion Government. Huge improvements are contemplated all along the line.

A Canadian carriage manufacturing merger is being planned in Montreal, to include the E. N. Heney Co., which is at present completing a large plant at De Lorimier, Que., the Tudhope Carriage Co., Orillia, the Canada Carriage Co., Brockville, and the Munro & MacIntosh Carriage Co., Alexandria, Ont. The capitalization of the new company will be about $5,000,000.

There are good prospects of Parry Sound securing a branch factory of the Guelph Patent Cask Company, of Wolverine, Mich., whose head office is at London, Eng. The company manufacture a certain kind of barrel which is used by the English Government. They are an old established firm and have decided to come to Canada to operate. They would employ 100 hands.

Municipal Undertakings.

The money by-law for waterworks at Nanaimo was passed.

Weston, Ont., will expend $57,000 for the construction of a waterworks system.

A by-law to issue $7,000 waterworks debentures has been carried by the ratepayers of Markdale, Ont.

The tender of Carriere & Wilson for the excavations of the Hull waterworks extension, at $22,000, has been accepted.

L. C. McDonald, Grand Forks, B.C., has ben awarded contract by New Westminster to supply steel piping for the new municipal reservoir, at $218,527.

There is a probability of a waterworks system for Lumsden, Sask., early next year. There is said to be an unlimited supply of water on the hillsides on the north side of the town.

The reconstruction of the entire sewerage system in the central section of Vancouver was forecast by the expressions of opinion given at a board of works meeting recently.

Tenders will be received until November for furnishing 3,000 feet of riveted tapered steel pipe ; also 1,782 lineal feet 60-in. reinforced concrete pipe for the out-fall sewer at Toronto.

By a practically unanimous vote the ratepayers in Richmond municipality have decided that Lulu island is to have the Vancouver water system extended through that district.

The provincial board of health of Manitoba has recommended that the Clifton Street sewer, which the City of Winnipeg proposes to construct to empty into the Assiniboine river, be proceeded with.

The Ottawa civic waterworks committee has authorized the city engineer to go ahead with the work of laying the new clear or drinking water pipe from the end of the new aqueduct to the intake at Nepean Bay. It will be about a mile in length, will be 42 inches inside diameter and will cost about $64,000. Tenders for the pipe will be called for at once.

Vancouver ratepayers will vote on October 23, on by-laws aggregating more than one million dollars for civic enterprises. For the waterworks requirements, $400,000 is asked. This amount is made up of the following items: Capilano Creek system, $10,500; Seymour Creek system, $130,000: reservoirs and connections, $16,500; general extensions and distributions, $243,000.

The council of Exeter, Ont., have adopted the report and plans prepared by F. W. Farncomb, of London, for a system of waterworks, which for the present will be for fire service only. The estimated cost is $25,000. This will include a pumping plant with a capacity of half a million gallons a day, a main along Main Street, with provision for future extensions, also an elevated storage tank, with sufficient capacity for two days' supply for the town. The present supply will be drawn from the river.

The waterworks by-law was passed at South Vancouver by a large majority. The amount was $225,000 to provide for laying of distribution pipes throughout the municipality. Tenders will be invited within the next month for:—(1) Trench excavating; (2) wood stave pipe;



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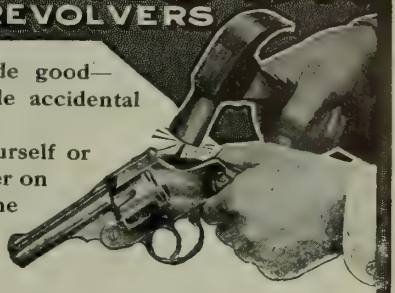
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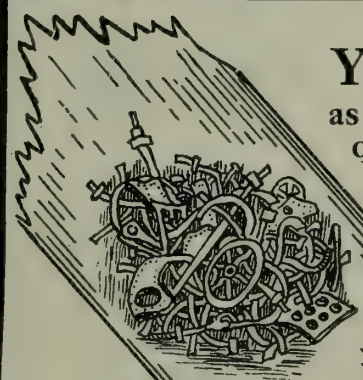
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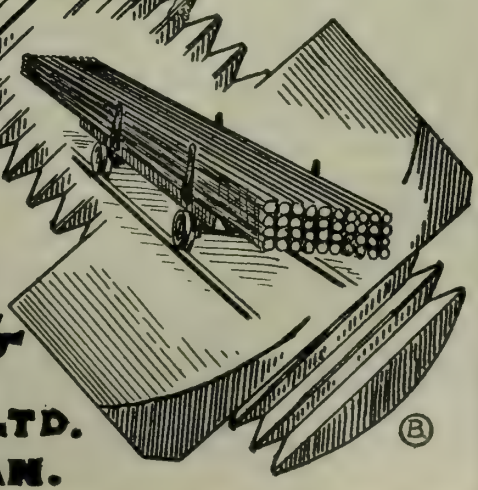
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Railway Development.

John E. Stewart and Hon. A. B. Donworth are interested in a plan to build an electric railway from Hartland to Foreston, N.B.

The Edmonton Radial Railway Co. expects to place contracts within the next six months for constructing 10 miles of single and double track.

The plans of the Coteau Power Co. call for the construction of a tramline eastward from Vernon through the fruit growing section of British Columbia.

The Canadian Western Railway have decided upon a line into Calgary. The railway wil cross the High river, and the company expects to have the line completed in two years.

The Port Arthur council is considering the formation of a company to work in conjunction with the municipal street railway system and build electric lines through the townships of Oliver and Shuniah.

A syndicate headed by J. A. Moore, Seattle, will build 17 miles of railway in the vicinity of Prince Rupert, to export products. A bridge will be built over to Lena Island, where wharfs and bunkers will be constructed.

The last spike was driven last week in the 1,500 mile Winnipeg-Fort William section of the National Transcontinental, near Wabigoon river. It is not likely, however, that the section will be opened for traffic of any kind before next spring.

The railway between Meaford and Owen Sound will be built by the town of Owen Sound. The Government subsidy of $96,000 is available and the G.T.R. offers to lease it a a yearly rental of 40 per cent. of the receipts.

Another large contract on the Transcontinental has been taken over by O'Brien, Fowler & McDougall, within the past few days. This latest contract is for the building of a stretch of two hundred miles of the road north of Nepigon.

The new station that the B. C. Electric Railway is shortly to construct at New Westminster to replace the present building is planned to be one of the finest buildings in the city. The station is to be two stories in height, but it will be built substantially, and in such a manner as to allow of two more stories being added, when necessary.

New Companies.

The Armstrong Supply Co., Hamilton; capital, $40,000; to deal in building materials, sewer pipe and cement. Incorporators, Chas. Armstrong, Z. M. Armstrong and C. K. Armstrong, Hamilton.

Allan Hills Edge Tool Co., Galt; capital, $100,000; to manufacture machinery, hardware, tools and implements. Incorporators, Allan Hills, Sheffeld, Eng.; J. W. Porteous, Galt, and E. T. Malone, Toronto.

The Thorp Varnish Co., Montreal; capital, $20,000; to manufacture and sell (wholesale and retail) varnishes, oils, colors and paints. Incorporators, F. H. Markey, W. W. Skinner and G. G. Hyde, Montreal.

Golden Gate Mfg. Co., Montreal; capital, $225,000; to manufacture gas and gasolene, steam and electric engines; hardware; glassware; iron founders, etc. Incorporators, W. C. Savage and G. L. Savage, New York City, and W. A. Olmstead, Montreal.

Canadian Ferrosteel Co., Bridgeburg, Ont.; capital, $40,000; to produce and deal in all kinds of heating and ventilating apparatus and supplies, as well as ornamental articles of brass, bronze, iron and steel. Incorporators, A. E. Menke, Geo. Austin, and Jno. McCoy, all of Cleveland, Ohio.

USE OF CEMENT INCREASING.

The demand for Portland cement in Canada has increased remarkably during the last five years. In 1904 the total consumption of Partland cement in the Dominion was 1,694,988 barrels, of which 784,630 barrels were imported. In 1908 the consumption, notwithstanding the general industrial depression, was 3,133, 338 barrels and no less than 3,495,361 barrels were manufactured in Canada.

The increase is not abnormal nor due to merely local causes. In 1888, it is estimated that less than 200,000 barrels of cement were manufactured on the North American continent; and the enormous growth of the business is shown by the fact that approximately 55,000,000 barrels were produced. The manufacture of Portland cement commenced in Canada in 1888, but until 1904 the importations into Canada of the foreign product exceeded the Canadian production.

The report of John McLeish, Chief of the Division of Mineral Resources and Statistics of the Department of Mines, Canada, on the production of cement in Canada, during 1908, furnishes the following comparative statement:

Calendar Year.	Canadian Manufactured. Barrels.	Canadian Consumed. Barrels.	Foreign imported into Canada. Barrels.	Total consumed in Canada. Barrels.
1904	908,990	910,358	748,630	1,694,988
1905	1,541,568	1,346,548	917,558	2,264,106
1906	2,152,562	2,119,764	666,931	2,785,695
1907	2,491,513	2,436,093	672,630	3,108,723
1908	3,495,961	2,665,289	469,049	3,134,338

Great as has been the development of the Portland cement industry in Canada since 1904, it is only reasonable to assume that this growth will be continued. The enormous public works in progress and in contemplation, including railways, canals, bridges, harbor improvements, wharves, pavements, building foundations, etc., will render necessary an increased production.

FRANCE PROHIBITS WHITE LEAD.

The labor unions of France recently petitioned the Congress to prohibit the use of white lead in paint, alleging that it was very injurious to health. The Congress referred the question to a special committee, which made a thorough investigation of the subject in 86 of the 88 departments of France, as well as in Algeria and Tunis, and reported that of 194 journeymen painters who were sick in the hospitals investigated in 1904 only 27 were sick from diseases caused by the use of white lead. The report said: "The committee has not been able to discover any of the ravages from the use of white lead attributed to it by the labor unions. The death rate among house painters is very low, averaging only 1 in every 7,000 or 8,000 painters." The report declared that the mortality among house painters was large only where there was an excessive use of alcohol.

The bill to prohibit the use of white lead introduced in 1906 was defeated, but another bill for the same purpose was introduced at once. It was enacted by the lower house of the French Congress in 1907 and was discussed in the Senate and by joint committee from time to time until July 13, 1909, when it became law.

The point upon which the two houses differed was whether an indemnity should be allowed to manufacturers of white lead for damages they might sustain from the loss of a market for the goods they had on hand. The law as finally passed prohibits the use of white lead in painting of buildings, inside or outside, after the expiration of three years. It is calculated that within that time the manufacturers will be able to dispose of their product on hand so that no loss will accrue.

SEARS RETIRES WITH $25,000,000.

Richard W. Sears, founder of the great mail-order house of Sears, Roebuck & Co., has announced his retirement from active business. He has amassed a fortune in the past seventeen years, it is said, of $25,000,000.

He began his business career when a telegraph operator in the Northwest by buying watches and selling them to railroad men on approval. After opening an office in Minneapolis his business became so successful that he gradually added other lines and made enough money to establish himself in general mail order business in Chicago. The business has gradually grown until it is said the annual sales reach $50,000,000. A few years ago it was incorporated for $40,000,000.

The Retail Paint Trade

DISPLAYING PAINT.

It is a moot point whether hardwaremen pay as much attention to the location of their paint department as they should. Of course where oil and colors are concerned it is well for these articles to be away from the front of the store, but with ready mixed paints the case is quite different. Here you appeal to another class of customers—customers who are more influenced by outside influences. A painter in buying oils and colors is not particular where he buys them, whether they are placed at the back of the store or in the cellar, so long as he can see that he is getting what he wants. An attractive display of these staples will not influence the sale. But not so ready mixed paints.

Customers for the "canned" goods have to be coaxed. Their attention needs to be directed to the merits of paints, and one of the best means of doing this is by thrusting paints continually before their notice. Customers on entering the store should be confronted with many evidences that a good paint stock is carried. Artistic hangers should be placed in prominent positions, and above all the paint stock itself should be well in front with plenty of light thrown across the goods.

Paint tins with their different labels are far from being unattractive, and the different colors catch the eye as readily as silverware. Besides, the merchant, by displaying his paints prominently, shows that he is well pleased with this department; that he is making a good thing out of it, and that as a natural sequence if the customer does not buy, the latter is missing a chance that other customers are willing to accept. The influence of the other man is largely felt in the paint demand. If a customer thinks that a lot of other people are buying paint then he is much more keen on purchasing than if he thought the reverse was the case. Therefore it is wise to place the paint department in such a location that every customer must feel convinced that the merchant is selling his tins like hot cakes.

Besides paint is associated with brightness. The great selling point of paint is its wonderful ability to brighten up, and therefore it is absurd to place the goods in a dark part of the store where one could not associate brightness with them under any consideration. This is a special point to remember now that with the shortening days, artificial illumination has more to be depended upon. It may be that so far as window light is concerned the paint is well placed, but that when artificial illumination is needed there is no fixture near, and the department consequently is in a shadow. How can the merchant expect to sell his paints, if the tins are in semi-darkness. There must be plenty of light, both natural and artificial, where the paint department is concerned.

The Canadian Northern Railway guarantee to build a railway to Lanark, from their Toronto-Ottawa line.

Don't Get "Notions" About

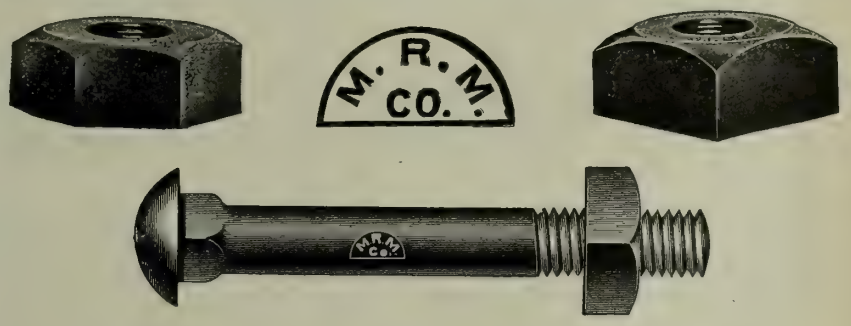
Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a sample Can and Color Card now.

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should) at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.



BOLTS AND NUTS

of all kinds, including

Carriage, Machine, Sleigh Shoe, Tire Bolts, Plain and Fluted.

NUTS: Square and Hexagon.

We carry large stocks and can ship promptly.

THE MONTREAL ROLLING MILLS CO.

PAINT AND OIL MARKETS

TORONTO

October 22.—Without being rushed with orders the paint trade is this week experiencing good business. Sorting-up of general paint lines covers the situation, with a demand for glass and interior decorating goods. There is a good movement in varnishes, and brushes are in fair demand. Purchasers of oil and turpentine have been holding back and now buying is being done at the higher prices ruling, though no large quantities of either are going out.

Oil is the only line that has increased its quotation. Last Saturday the price of oil advanced 1 cents. The high figures asked for oil and turpentine are evidently not in sympathy with increased business, but there appears to be no alternative in sight, as it is likely that prices on both these lines will go still higher, some jobbers saying we may soon see dollar turpentine. The scarcity of glass is bringing the jobbers round to doing the friendly action, the various houses helping out in the filling of orders. Lead prices are unchanged, but rumors say they may be fixed up and advanced any time now.

The rosin market remains stationary. The higher grades of extraordinary light colors are a little easier in price but the medium grades including "G," "F," "E" and "D" are all held very firm. There were said to be over 10,000 barrels of rosin shipped from Savannah during the past week.

LINSEED OIL — Another advance in oil is noted this week. The advance amounting to 4 cents per gallon, making the selling price locally for single barrels of raw 72 cents and for boiled 75 cents. There is a further advance in the price of flaxseed, amounting to about 10 shillings per quarter higher for Calcutta seed in Great Britain than it was a year ago. At the present quotation for linseed oil at Liverpool it would cost to import it to Toronto from 1 cent to 1½ cents per gallon more than the price for single barrels of Canadian oil.

TURPENTINE—The market locally has undergone no change. The average price for turpentine at Savannah for the week has been about ½ cent per gallon less than the week previous. A correspondent at Savannah says, "We thought last week's receipts of turpentine were small but this week they are still less notwithstanding that there is a possibility of a better demand. There are several thousand barrels of turpentine being loaded on foreign steamers and the stock of turpentine will probably show a decrease the coming week so that an advance might take place any day." The local quotation remains at 83 cents for single barrels, though some is yet being sold at 81 cents. Trading is light.

WHITE LEAD—Trade of a satisfactory volume is said to be done in white lead, both dry and in oil. Prices are unchanged, ranging from $5.55 to $6 according to grade and brand. Rumor states that a coming together of lead interests is probable and that prices will go back to the old figures. However, it does not appear likely that any advance will be made within the next week or ten days, if at all, because there is a strong tendency among the trade to keep quotations where they are.

RED LEAD—Casks at $4.25 and 100-lb. lots $4.50 to $4.55, continue to be the local market quotations for this line Conditions are unchanged from last week. Trading is fair.

GLASS—This is probably the strongest line in paint goods selling at present. Demand is splendid, so much so that stocks here are very low. Jobbers are helping one another out in the filling of orders. Some houses are advancing quotations, but this is not general. The higher prices abroad will undoubtedly raise the figures asked here when importations come in, as they must within a few weeks' time.

PUTTY—Like glass, putty is selling well just now. Prices are firm, though remaining at last week's figures. Casks of bulk putty are $1.75 ; 100-lb. drums, $2 ; and bladders, $2.15 to $2.25.

STAINS AND VARNISHES—There is some stir in these and all the other household lines. In fact, paint goods for interior work are rather brisk just at present. Orders while not large are general and cover a multiplicity of lines —alum, glue, floor wax, lacquers, furniture polish, rosin, etc. Prices are fairly firm.

PETROLEUM—Steady and continued good business is being done in coal oil at unchanged figures. Prime white is 13½c. ; water white is 15½c. ; and Pratt's astral is 17½c.

MONTREAL.

October 22.—With the exception of the uncertainty which prevails in reference to the ground white lead, the market conditions are extremely satisfactory. Some excitement has been caused by a sharp advance in linseed oil, and there has been a great deal of hurrying round by those who were short to replenish their stocks for fear of another advance. Orders have come in freely in most of the lines. Varnishes and japans are in active demand, and ready mixed paints are still showing a strong movement.

TURPENTINE—The market may be said to be in very good shape, and while the disposition still exists to advance the price 1 or 2c per gallon, holders of good round lots are content with their present margin of profit, and no change is recorded. No speculation in buying exists, the call simply being of a hand-to-mouth character. We continue to quote 80c for single barrels.

LINSEED OIL—A further advance is recorded. Cables arriving from the Old Country state a shortage for immediate requirements. All offers, it is reported, have been withdrawn, and as stocks locally are not any too plentiful quotations naturally, in sympathy with the strength displayed in the primary markets, have been advanced 4c. We now quote : 1 to 4 barrels, in one delivery, raw, 72c per gal.; boiled, 75c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The feeling seems to exist in many quarters that with the absence of fluctuations in the lead market and the advance in linseed oil, both naturally prime factors in ground white lead, present quotations are at rock bottom. The market, therefore, is steadier, and with orders coming in freely no decided change is reported in quotations. Strictly pure,

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Business Success

is rendered more certain if you handle articles whose merit has been proven. In the realm of wall and ceiling finishes there is nothing to surpass

MURESCO

That subdued, velvety appearance, which is so much admired, can be produced by amateur and professional alike with one application *only* of **MURESCO**. It is quite easy to apply and is guaranteed not to crack, peel or rub off. Are you stocking this splendid selling line? There's money in it for *you!*

Send for Colour Card and Prices.

Benjamin Moore & Co., Limited
West Toronto, Canada
New York Chicago Cleveland

ELASTICA NO. 2

You will be wanting

for interior decorative work a varnish which will produce a brilliant and permanent finish, and for this purpose there is nothing quite so good as Elastica No. 2.

For the finest trim work it is specially recommended, and is noted for its extreme paleness and durability. It dries dust-free in from seven to nine hours.

See that this popular line is on your shelves.

INTERNATIONAL VARNISH CO., Ltd.
Makers of Fine Varnishes TORONTO, Can. Branch of Standard Varnish Works
NEW YORK CHICAGO LONDON BERLIN BRUSSELS

about $5.25 to $5.75, according to quality, and No. 1 $4.85 to $5.25 f.o.b., Montreal.

RED LEAD—A stronger volume of business is reported, and the market is unchanged at: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—The call for white zinc has fallen off slightly. The market is, however, firm and unchanged. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS—Quick drying varnishes, hard oil finishes, and shellacs are experiencing a healthy call. With linseed oil advancing, it is thought that cheap grades of varnish will be marked up 5 or 10c per gal. For the time being, however, quotations remain unchanged, there being naturally no disposition to shade prices for round lots.

PUTTY—The demand is very healthy, and grinders are working at satisfactory pressure. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2-25; in 25-lb. tins, $2.15; 12½-lb. tins, $2.35, f.o.b., Montreal.

PAINT NOTES.

H. L. Robinson, painter, Galt, has assigned.

Thom & Co., Portage la Prairie, Man., have the contract for painting the Western Radiators factory now building at that place.

Hutchison, Wood & Miller, Montreal, have awarded to Church, Ross & Co., the contract for the erection of a storage building for the Canada Linseed Oil Mills, at that place.

C. C. Ballentyne, managing director of the Sherwin-Williams Co., Montreal, has resigned as a director of both the Canadian Rubber Co. and the Canadian Consolidated Rubber Co.

CANADIAN MICA INDUSTRY.

The mica industry that has been dormant in the Gatineau district for several years back is likely to be rejuvenated and placed on a greater scale than ever. For three years the mines of amber mica that meant employment to hundreds of workers and kept two trimming shops busy in Hull, have been shut down, a fact that meant an enormous loss to employes and that kept at least $25,000 worth of machinery idle.

Now, United States consumers, who during the days of the depression curtailed their orders to such an extent that the mines had to close, have been making enquiries of all the mica mine owners around Hull, with a view of giving extensive orders. Fortin & Gravelle, of Hull, and the Gatineau Valley Mica Co. are among those preparing to recommence operations.

The shut-down was caused when the United States consumers three years ago ceased to place orders for small mica, they requiring only the large kind. The mine owners saw that to have the small stuff lying on their hands would mean a loss to them on the working. But the buyers refused to reconsider their decision and the mine men felt there was no other course for them but to close.

It came as a pleasant shock to them, after the business had been sleeping so long, to discover the other day that there was a chance of its awakening. The United States people after tiding over the business depression found themselves entirely out of mica. They apparently have come to the conclusion that it were wiser to take the small stuff along with the large and have accordingly opened negotiations. There is the black mica of Dakota and quite a quantity of mica comes from India, but it is a recognized fact that Quebec produces the finest amber mica in the world.

J. N. Fortin is optimistic in the opinion that if the mines get running once again they would not soon have the same cause for closing as was given them three years ago. "At our trimming shop in Hull," he said, "we give employment to fifty girls, whilst we keep a great number of men going in the mines, which are about seven miles out of Hull. The American firms seem to have very serious intentions of again doing business with us."

ADDITION TO DISSTON PLANT.

The Disston Saw Co. have just completed the first of a group of new additions to their already huge plant at Tacony, Pa. This latest addition is a complete machine shop, with equipment to duplicate the largest machinery found anywhere in the great 50-acre plant. The new building is 180 feet long, by 80 feet wide, the walls being mostly constructed of glass framing, which makes the interior as bright as daylight in every corner. The Disston management's experience that the best class of workmanship is gained where the comfort of the workmen is attended to is evinced in not a few details. A Sturtevant heating and ventilating plant keeps the atmosphere clean and fresh, never permitting it to go below a temperature of seventy degrees, even when the thermometer outside registrs zero. In the basement, a men's room is completely equipped with individual metal lockers, modern toilet arrangements, and washstands. Capping the full length of the roof is a monster electric sign, six-foot letters forming "Disston Saws," which is visible at night for miles up and down the Delaware in New Jersey, and over Tacony. Over the office on the first floor will be a reading room. Here the standard mechanical journals and trade papers are provided for the use of the men.

Keep guns for rent by themselves and do not allow the renter to use black powder; semi-smokeless with the lubricated ball is the best for the rifle barrel, and the rifle will not need cleaning during the entire day, if the bore is not in a rusted condition. Any bullet not greased will do the rifle barrel harm. To prolong the life of a rifle barrel and maintain accuracy use a lubricated bullet.

CEE-PEE-CO

C. P. Co.

CEE-PEE-CO...

WHITE ENAMEL

This White Enamel produces a beautiful porcelain surface especially adapted for all work requiring a fine high gloss finish. Its slow setting qualities make it extremely useful to decorators who are enamelling large surfaces, ample time being allowed to work and flow on. Elephant genuine White Lead flatted should be used as ground work. Should a flat finish be desired, this enamel may be rubbed in four days.

For Particulars Address:

The Canada Paint Co., Limited

Montreal Toronto Winnipeg

ENAMEL FOR THE PAINTER

Haven't you often noticed what a difficult thing it is to get a real good high-grade white Enamel for high-class painters' trade? For years dealers have been obliged to bring in these Enamels from abroad at exorbitant prices and sell at little or no profit.

RAMSAY'S No. 98



changes all that. You have herean enamelunsurpassed by any imported into the country. It is for the Decorators—for high grade work. It is not cheap—that is as cheap things go, but it is cheap for what it claims to be. You should learn about this Decorators' Enamel anyway, in order to be posted. Write us for special booklet on Ramsay's No. 98 Enamel.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

SEE HERE!

You are looking for a paying proposition in the paint line, and you will find it right away if you handle

New Era Paint

It covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint.

WRITE FOR PRICES

Standard Paint and Varnish Works Co.
Windsor, Ontario LIMITED

TINSMITH'S HELPER AND PATTERN BOOK



A useful handbook for Tinners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.
Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.
Section 2—EPITOME OF MENSURATION. Describes how to find the area and circumference of a circle. contents of a sphere, etc.
Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages *Price $1.00* *53 Figures*

MacLean Publishing Company
Technical Book Dept. *10 Front St., East., Toronto, Can.*

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

THE DOUGAL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



The "INFALLIBLE" GLAZIERS' DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

YOU KNOW —— WE KNOW —— THEY KNOW

ALABASTINE

THE MOST POPULAR THE MOST SALEABLE

WALL COATING

You do not need to spend time and energy talking it up and introducing it.
You carry a full assortment, it sells itself, and we advertise and sell it for you.
It pleases the eye for color and the artistic sense.
Is ready for use by simply adding COLD WATER.
Anyone can get beautiful work with it by following the simple directions printed on each package.
It is permanent, sanitary and antiseptic. Can be re-coated, coat on coat.
It will not moulder and decay, or rub off.
There is nothing else on the market, whether mixed in boiling or cold water, which will produce the permanent results or soft, beautiful tints peculiar to Alabastine.
It is not a kalsomine that has to be washed and scraped off before you can redecorate.
Order direct or through your nearest jobber.

THE ALABASTINE CO., Paris, Ont.
Patentees and Manufacturers

SELL *the* KIND *that* SELLS





It's mighty poor business to load up your shelves with a great collection of every kind of paint, just so you can say, "I have any kind, color, and mixture of paint you might ask for." That's not only poor business policy but that makes business poor—and makes *you* poor too.

No—the best way is to select only a few staple kinds of one standard make and sell them.

Every Dealer in Canada Knows

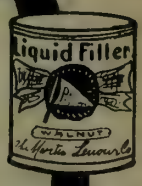
MARTIN-SENOUR PAINTS

So Lets Think This Thing Out Right Now

How many of the eight shown on this page do you think are likely to be wanted by your customers during the next few months? How many—Six? All right—send us an order for the six kinds you want and we will ship them at once together with a good lot of advertising cards, etc. to help remind customers they need to do some painting.

Every one of the eight displayed here are quick sellers—every one. They are now in demand.









Sell the Kind that Sells

Our Canadian Dealer's Catalog is free to you upon request. Write today.

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL • CHICAGO

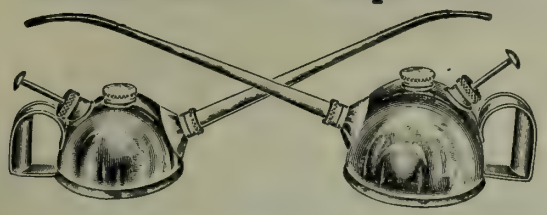
The Winnipeg Paint & Glass Co., Ltd.
Winnipeg.

The Maritime Paint & Varnish Co., Ltd.
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Howland's Pump Oilers





For sale by all Jobbers in Canada

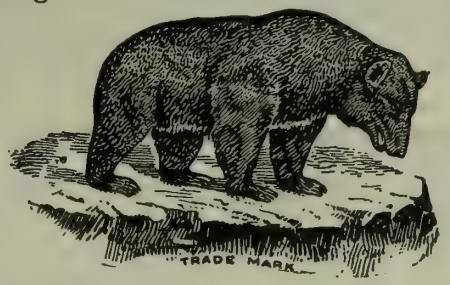
A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For Sale by Jobbers in Paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale Quantities Only.

Here We Are Again

The old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

HOCKEY STICKS



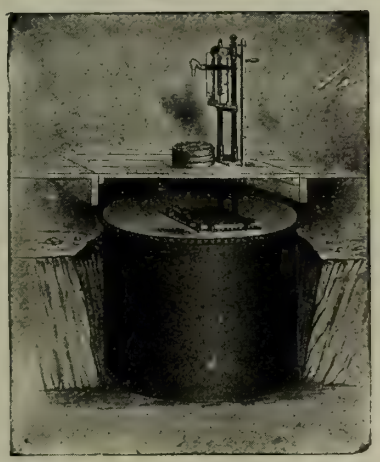
ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.

When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

PRESTON :: :: :: ONTARIO

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited

66-68 Fraser Ave. - TORONTO

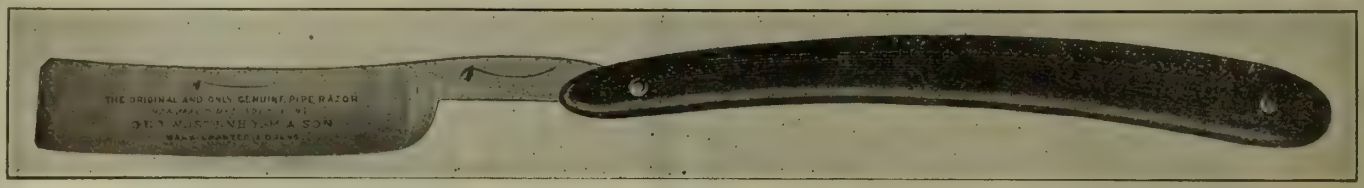
If you have an old Bowser and Want a new one, write for our liberal exchange offer.

WOSTENHOLM'S CUTLERY

Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal

SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co

Smith Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada

We sell it at 25c. to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVER PLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

HOW TO FREE HIGH HALLS OF DUST-WEBS



Really Completed

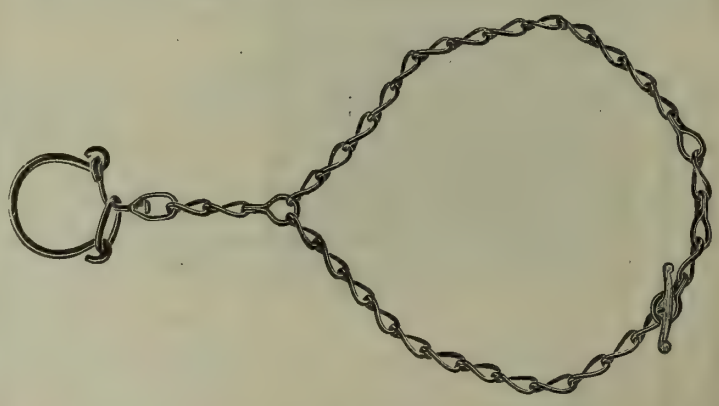
Our new FLOOR-POLISHING and DUSTING PAD is a striking complement to the

Ideal-Duster-Mop-Stick

It attracts and GRIPS the customer on sight. When exposed in a window display it practically exclaims:—"*Here I am, see what I can do and how I do it.* Don't bother the clerk—he is busy—just watch me—I polish or dust your floors, over and under the furniture, stoves, and do all manner of stunts, saving you from climbing and stooping—take me home at 25c retail." Mop section 35c. 5½ feet extension 15c. Complete 75c.

FOR TRADE PRICES ADDRESS

TARBOX BROS., Mfrs.
TORONTO, ONT.



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

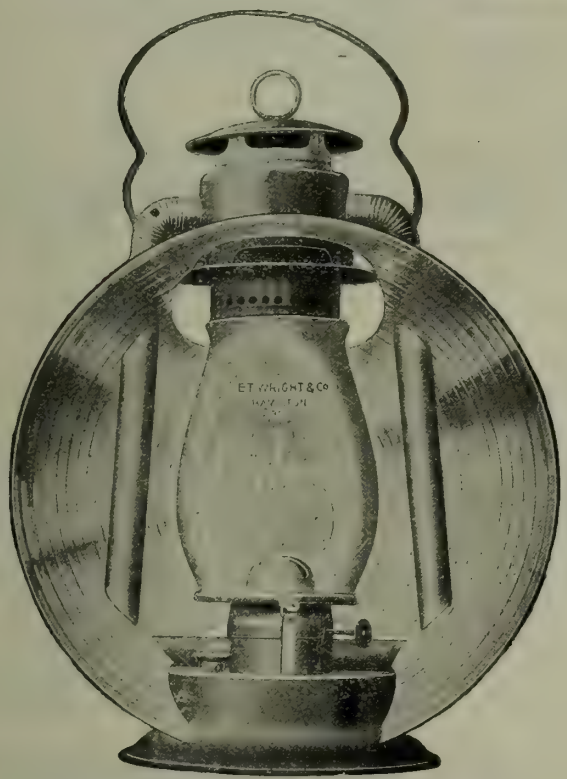
McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

WHEN YOU WANT

to brilliantly illuminate a large area, which is often essential in livery stables, barns, saw and planing mills, warehouses, packing houses, boat houses, workshops, picnic grounds, lawns, summer resorts, etc., you should have

A GOOD, RELIABLE LANTERN



The No. 25 Reflector Lamp with dash attachment throws a brilliant, steady and diffused light, and is eminently suitable for all these purposes. In addition, by means of the spring attachment at the back, it can be used as a dash board lantern, when driving along dark country roads or city lanes.

WRITE

E. T. WRIGHT & CO.

HAMILTON, CANADA

LARGEST Manufacturers of Lanterns in the Dominion



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.



No. 620 WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported enamel of equal quality can be offered at as low a price.

Your customers, whether **professional decorators, manufacturers** or **householders,** will find it just what they want for decorating large surfaces or small articles.

To prepare the surface for the enamel, **Island City White Primer** is used. Ideal for the purpose, owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

Manufactured by

P. D. DODS & CO. Limited

MONTREAL

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Br nd

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

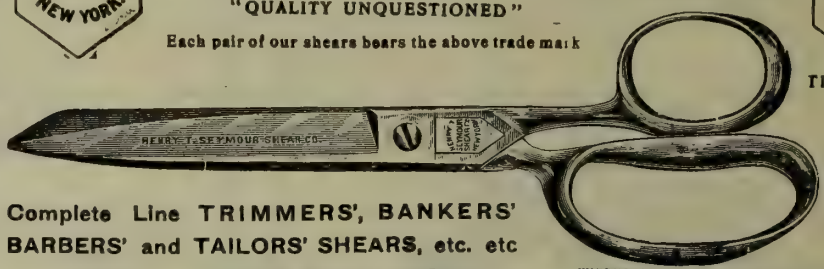
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.



R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GREENING'S

GREENING'S



PATENT

COW TIES

These Cow Ties have stood the test for years.
Undoubtedly the best and strongest on the market.
It will pay to handle only the best.
A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS.

THE B. GREENING WIRE CO.,
Limited,
HAMILTON, ONT. MONTREAL, QUE.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMTIED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admira'ty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS', CABINET, FANCY AND NAVAL BRASSFOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

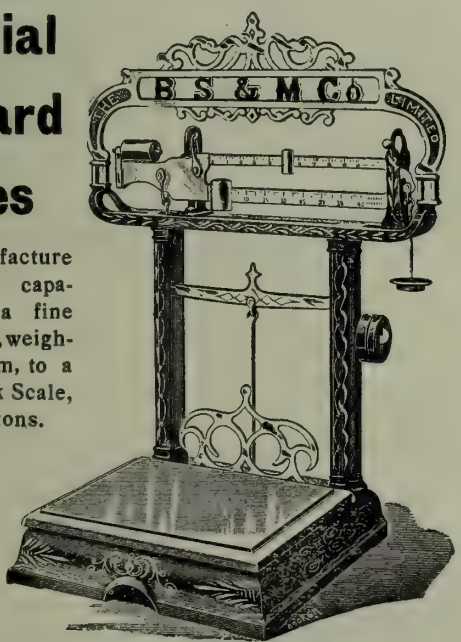
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

ARCHITECTS' OWN DESIGNS AND SPECIAL REQUIREMENTS CAREFULLY EXECUTED

Imperial Standard Scales

We manufacture Scales of all capacities from a fine Druggist Scale, weighing one drachm, to a Railway Track Scale, weighing 100 tons.

Write for our illustrated catalog and price list —they will interest you.



IMPERIAL COUNTER SCALE

The Counter Scale shown here is made with Cut-off Lever and has Nickel-plated Double Brass Beam with Sliding Poises.

Capacity of Beam 50 lbs. Total capacity 200 lbs.

Made by

The Burrow, Stewart & Milne Co., Ltd.
Hamilton, : : : Ontario.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal. Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅛ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.	Per 100 lb.
Casting ingot	14 00 14 00
Cut lengths, round, bars, ½ to 2 in	21 00
Plain sheets, 14 oz	21 00
Plain, 16 oz., 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base	26 00
Braziers' (in sheets), 4x8 base	20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	0 40	0 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	2 70	2 50	3 65	
22-24	2 95	2 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand. (F.O.B. Toronto)

24 gauge, American		3 25
26 " "		3 40
28 " "	(equal to 26 English)	3 55
10½ oz.	" 28 "	4 15

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middleboro, No. 3 pig iron	16 75	21 00
Summerlee, No. 2 "	19 00	23 00
Carron No. 1	20 50	
Carron, special	19 50	
Carron, soft	19 00	
Cleveland, No. 1	17 50	21 75
Clarence, No. 3	16 75	21 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)		25 00
Angles base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65. "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 08½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	11 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate	11 00	13 00
Malleable	9 00	08 00
Miscellaneous steel		6 00
Old rubbers	0 08½	0 09

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N P Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net 1 75
No. 4 " " "	" 1 65
No 7 Fuller " "	" 2 00
No. 4½ "	" 2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20
Square head brass cocks, 55; iron, 60 p.c.	
Thompson Smoke-test Machine $25.00 net.	

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.75; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7.85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 28	4 43
1 "	4 70	6 35
1¼ "	6 41	8 66
1½ "	7 70	10 40
2 "	10 26	13 86
2½ "	16 69	22 14
3 "	21 52	29 07
3½ "	27 08	36 58
4 "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bu hings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 00
" 100-lb. kegs	0 00

MARK N TRADE MARK W OF MERIT

When this appears on your cutlery it is a warranty of worth—an article that you can recommend



"PYRAMID" CUTLERY

is something that you can both sell and endorse. For finish, fineness of material and attractive appearance, it appeals to retailer and purchaser. SOLD BY LEADING JOBBERS IN CANADA

MANUFACTURED BY **Nixon & Winterbottom, Limited,** at Sheffield, England

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 6 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c
Stanley Try Squares, size 7½, doz. net $2 85

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sorereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	2 50

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	9 00
" " ¾ "	"	10 00
" " 1 "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net

WHIFFLETREES

Tubular steel whiffletrees, 2	in	0 70
" " neckyokes, 36	in	1 05
" " doubletrees, 40	in	0 95
" " lumbermens, 44	in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	0 13½
Berg's, per lb	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Buckworth, per lb	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅝ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS

	Wire
1—1⅛ inch	3 35
1¼ inch	3 05
1½—1⅝ inch	2 75
2—2½ inch	2 65
2⅝—2⅞ inch	2 50
3—3½ inch	2 45
3½ 4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2 85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Bench, wood, per doz	$5 00
" iron, per doz	4 25
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 55; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

GAME TRAPS (steel)

Newhouse, 30 per cent.
[illegible] & Norton, 45 and 5 per cent.
tor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks. $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
"Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

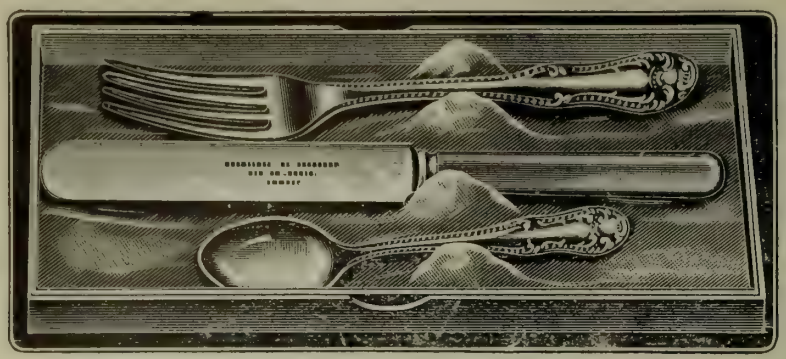
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.



For Christmas Trade

Here is one of the quickest-selling and most profitable lines you can handle.

A dainty 3-piece set for the children, in neat satin-lined box—all heavily plated with silver. Very durable. Send for our catalogue of Xmas specialties.

The McGlashan, Clarke Co.,
Niagara Falls, - - - Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins....		1 60
Canada Paint Co.'s pure, qt tins ...		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C..		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure, ...		1 60
Senour's Floor Paints.....		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel.....		1 75
Island City pure paints.....		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints.....		1 25

PUTTY.

	Standard.
Bulk in casks..	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets.....	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb.....	0 08 0 08½
Motor Gasoline single bbls.....	0 16½
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 80 0 82
Linseed Oil, " raw..	0 72 0 68
" " boiled	0 75 0 71

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White..	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure.....	5 40	5 55
Tiger Pure	....	5 50
Monarch (Windsor).....	....	7 00
Essex Genuine.....	....	6 00
Brandram's B. B. Genuine ...	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure...	5 50	5 75
Island City pure lead....	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead.....	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs, "	4 75	4 75
No. 1, casks, per 100 lbs..... ...	3 75	3 75
No. 1, kegs, per 100 lbs.....	4 25	4 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in barrels.....	....	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.....	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels.....	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1.....	1 50
Pale durable body.....	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing....	2 00
Furniture, extra	1 15
" No. 1.....	0 90
" union.....	0 85
Light oil finish.....	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan.....	0 90
Benzine black japan	0 70
Crystal Damar.....	2 50
No. 1 "	2 25
Pure asphaltum.....	1 40
Oilcloth.....	1 50
Lightning dryer	0 75
Elastilite varnish.....	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish ..	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish....	2 40
" Flint-Lac," coach.....	1 80
B H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline.....	2 50
Flatine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish ..	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $3 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll ..	0 45
Tarred Fibre, No. 1, per 400 ft. roll ..	0 55
Tarred Fibre Cyclone, 35 lb , per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Jollette), 25 lb..	0 40
Tarred Felt, 7 oz., 50 lbs.....	1 80
Plain Surprise, per roll.....	0 35
Resin sized Fibre per roll.....	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb...	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre 32" & 60", per 100 lbs....	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.....	1 00
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English.....	17 00	21 00
" American, low	23 00	25 00
" high.....	27 50	35 00
Fire clay (Scotch), net ton		5 00

DOOR SETS.

Canadian, 45 and 10 per cent.

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each.....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet.....	5 00

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger ..	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in.... per 100 lb.	4 25
over 12 in..... "	3 25
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Foreen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts. 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

WIRE HOOKS AND STAPLES

Wrought iron hooks and staples—		
¼ x 5..... per gross		2 25
5-16 x 5 ..... "		3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.
Bed staples, No. 14, 100 lbs., $6.75.
Blind staples, per lb., 12c.

KNOBS.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb....	0 31

SHELF BRACKETS

No 140, 65 and 10 p.c.

TOOLS AND HANDLES

ADZES.

Carpenters', per doz.....	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	8 00	9 00
Double bit, "	9 50	11 00
Bench Axes.....	8 75	10 00
Broad Axes.....	22 75	25 00
Hunters' Axes.....	5 00	6 00
Boys' Axes.....	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross.	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz.....	5 25
Folding handles, 8 inch, doz....	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

FILES AND RASPS.

Great Western, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c.
Jowitt's, English list, 27½ per cent.
Disston's, 70 and 10 p.c.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	9 60
Adze eye nail hammer, 10 oz., doz ...	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers 10 oz., doz.....	5 60
Tinners setting ¼ lb., doz	4 80
Machinists, ¼ lb., doz	3 00

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz.... ..	1 25
Carpenters', round hickory, 6 in., per doz	1 85
Lignum Vitae, round 5 inch, per doz	3 40
Caulking, No. 8, oak, per doz....	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $3 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



CLAUSS RAZOR STROPS



A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 0

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast...per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 85
Plain	2 60

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite, 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

TWINE.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 26
" 4-ply		0 30
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
under 40 lb., "			24 00
200 lb. and over			28 00

INDEX TO ADVERTISERS

Alabastine Company 68
American Shearer Co 27
Armstrong Bros. Tool Co 27
Atkins, E. C., & Co. 1
Atlas Mfg. Co. 27
Aylmer Pump and Scale Co 16

Barnett, G. & H. Co ..... outside back cover
Beardwood Agency 34
Bernz, Otto 24
Boker, H. & Co ..... outside front cover, 81
Bowser, S. F., & Co., Ltd 69
Brandram-Henderson, Ltd 61
Brantford Roofing Co 25
Bryan, Thos., Ltd. 17
Buffalo Mfg Co. 35
Burrow Stewart & Milne Co., Ltd 22

Cameron & Campbell 27
Canada Foundry Co. 16
Canada Metal Co. 28
Canada Paint Co 66
Canada Screw Co 11
Canada Steel Goods Co 10
Canada Wire Goods Mfg. Co 32
Canadian Hart Wheels 27
Canadian Heating & Ventilating Co. 21
Carter-Crume Co 27
Cartland, Jas., & Son 73
Caverhill, Learmont & Co. 13
Chicago Flexible Shaft Co 2
Chicago Spring Butt Co ..... inside back cover
Clare, Little & Co. 27
Clauss Shear Co. 77
Collins Mfg. Co. 27
Congo Roofing 12
Copp, W. J., Sons & Co. 59
Coulson & Blakie 27
Covert Mfg. Co. 28
Crookes, Jonathan, & Son 33

Davidson, Thos., Mfg. Co. 21
Decatur Bull & Co. 11
Dennis Wire & Iron Co. 32
Dieckmann, Ferdinand 72
Dillon, R., & Sons 32
Directory of Manufacturers 27, 28
Disston, Henry, & Son 6
Dods, P. D. & Co. 71
Dominion Cartridge Co. 35
Dominion Wire Mfg. Co. 15
Dorken Bros. ..... outside front cover, 8
Dougall Varnish Co. 67
Dowswell Mfg. Co. 26
Dubuc, L. E. 24
Dover Mfg. Co. ..... inside front cover

Electrical Specialties, Ltd 27

Findlay Bros. 25
Ford Auger Bit Co. 71
Frothingham & Workman, Ltd. 4

Gendron Mfg. Co. 31
Gibb, Alexander 27
Gilbertson, W., & Co. 72
Greening, B., Wire Co. 73
Grove Chemical Co. 12
Guelph Spring and Axle Co. 34
Gurney Foundry Co. 19
Gutta Percha & Rubber Mfg. Co. ..... outside back cover

Hamilton Bridge Co. 14
Harrington & Richardson 7
Harris, J. W., Co. 28
Hart & Cooley 17
Heinisch, R., Sons Co. 72
Hemphill, F. W. 28
Hingston Smith Arms Co. 61
Hobbs Mfg. Co. 26
Howland, H. S., Sons & Co. 5
Hoyle, Robson, Barnett & Co. 32
Hutton, Jas., & Co. 24, 29

Imperial Varnish and Color Co. 63
International Varnish Co. 65

Jack, Watson, & Co. 24
James & Reid 27
Jardine, A. B., & Co. 72
Jessop, Wm., & Son 24
Johnson's, Iver, Arms and Cycle Works 61

Kains, J. M., & Co. 27
Kemp Mfg. Co. 36
Kerr Engine Co. ..... inside back cover

Langwell & Sons 27
Leslie, A. C., & Co. 59
Lewis Bros., Ltd. 7
Lockerby & McComb 10
London Foundry Co 30
London Rolling Mill Co. 61
Lufkin Rule Co. ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co. 74
McBrien Mfg. Co. 34
McClary Mfg. Co. 18
McDougall, R., Co. 16
McGlashan-Clarke Co., Ltd. 76
McKinnon Dash & Metal Works Co. 70

Maple City Mfg. Co. 69
Martin-Senour Co. 68
Maxwell, D., & Sons 12
Metal Shingle and Siding Co. 33
Metallic Roofing Co. 2
Moffat Stove Co. 23
Montreal Rolling Mills Co. 63
Moore, Benjamin, & Co. 65
Morrill, Chas. 33
Morris & Bailey Steel Co. 14
Morrison, James, Brass Mfg. Co. 31

National Hardware Co. 28
Nelson, H. W. & Co 15
Newman, W., & Sons 27
Nicholson File Co. 79
Nixon & Winterbottom 75
North Bros. Mfg. Co. 1
Nova Scotia Steel and Coal Co. 61

Oakey, John, & Sons 72
Oneida Community 73
Ontario Lantern and Lamp Co. 29
Ontario Wind Engine and Pump Co. 27
Onward Mfg. Co. 24
Orford Copper Co. 59
Oshawa Steam and Gas Fittings Co. 24
Otterville Mfg. Co. 16
Owen Sound Wire Fence Co. 16

Parmenter Bullock Co., The 27
Paris Plow Co. 7
Partridge & Sons 34
Pearson, Geo. D. & Co. 28
Pease Foundry Co. 57
Pedlar People of Oshawa 32
Pelton, Godfrey S. 67
Penberthy Injector Co. 30
Peterborough Lock Co. ..... inside back cover
Pink, Thos. 9
Plymouth Cordage Co. 30

Ramsay, A., & Son Co. 67
Reid, F. H 28
Robertson, Jas., Co., Montreal 14
Rodgers, Jos., & Sons 24
Ross, Art., Co. 34
Royal Polishes Co. 24

Salyerds, E. B. 69
Samuel, M. & L., Benjamin, & Co. 6
Seymour, Henry T., Shear Co. 72
Sharratt & Newth 72
Sherwin-Williams Co. 59
Simonds Mfg. Co. 31
Simonds Canada Saw Co. 17
Smart, Jas., Mfg. Co. 22
Smith Hardware Co. 70
Stairs, Wm., Son & Morrow 80
Standard Chain Co. 14
Standard Paint and Varnish Co. 67
Steel Trough and Machine Co. 28
Stephens G. F. 57
Stewart, Jas., Mfg. Co. 20
Still, J. H., Mfg. Co. 1

Tarbox Bros 70
Taylor-Forbes Co. ..... outside front cover
Thompson, B. & S.H., Co. ..... outside back cover
Toronto Furnace and Crematory Co. 33
Toronto Plate Glass Importing Co. 32

U.S. Fire Protection Co. 33
U.S. Steel Products Export Co 35
Want Ads. 55
Warminton, J. N 10
Warren Mfg. Co. 27
Watson Jack, & Co. 24
Wostenholm's Cutlery 70
Western Wire and Nail Co. 32
White Mop Wringer Co. 34
Whitman & Barnes Mfg. Co. 9
Wiebusch & Hilger, Ltd. 27
Wilckes, Martin & Wilckes 69
Winnipeg Ceiling and Roofing Co. 67
Winnipeg Paint and Glass Co., Ltd. 57
Woodstock Waggon Co. 34
Wright, E. T., & Co. 71

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Ash Sifters
The McBrien Mfg. Co., Ltd., Toronto

Awnings
Bartlett, Wm., & Son, Toronto

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Canada Metal Co., Toronto
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Geo. Langwell & Son, Montreal

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Star Expansion Bolt Co., New York

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Star Expansion Bolt Co., New York

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Stevens-Hepner Co., Port Elgin

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Ontario Lantern and Lamp Co., Hamilton, Ont.

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Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs---Galvanized and Plain
Star Expansion Bolt Co., New York

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Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

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Covert Mfg. Co., West Troy, N.Y.

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Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.
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Greening, B., Wire Co., Hamilton.
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Oneida Community Limited, Niagara Falls, Ont.

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Buffalo Mfg. Co., Buffalo

Chain
Decatur Bull & Co., Montreal.

Chucks
Ryall Tool Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
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Maxwell, David, & Sons, St. Mary's, Ont

Clippers---All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Pulleys
The U. S. Rollston Hardware Specialty Co., Vancouver, B.C.

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Hamilton Cotton Co., Hamilton.
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The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

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Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
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Decatur Bull & Co. Montreal.

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Star Expansion Bolt Co., New York

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Davidson Thos., Mfg. Co., Montreal
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McClary's, London, Ont.

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Thos. Davidson Mfg. Co., Montre
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

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The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

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Dominion Wire Mfg. Co., Montreal.
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Canada Metal Co., Toronto.
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Smith Hardware Co., Ltd., Montreal
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North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

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Aylmer Pump & Scale Co., Aylmer, Ont
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

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Martin, S. B., Dalton, Ohio, U.S.A.

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E Fielding, Toronto

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Ontario Lantern and Lamp Co., Hamilton, Ont.
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Clare, Little & Co Saskatoon Sask
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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
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Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

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Metal Shingle and Siding Co., Preston

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Oakey, John, & Sons, London, Eng.

Mining Drills
Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
McBrien Mfg. Co., Toronto
The Parmenter & Bulloch Co., Gananoque, Ont.
Jas. Pender & Co., Ltd, St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co. Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co. London. Ont.

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Stove Pipe.
Thos. Davidson Mfg. Co., Montreal
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co, Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portable Ovens
Warren Mfg. Co., Toronto

Portland Cement.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Decatur Bull & Co., Montreal.
Nixon & Winterbottom Sheffield Eng
Smith Hardware Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
The Hart & Cooley Co., New Britain, Conn.
A. Welch & Son, Toronto.

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
The Parmenter & Bulloch Co., Gananoque, Ont.

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Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
The Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rubber Stamps
Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw-drivers
Decatur Bull & Co., Montreal.

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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

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Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

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Hercules Shaft Splice Co., Stratford, Ont

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Frothingham & Workman, Montreal.

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McGlashan, Clarke Co., Niagara Falls.

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Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
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Chicago Spring Butt Co., Chicago, Ill.
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Morris & Bailey Steel Co., Pittsburg, Pa

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Steel Stamps
Hamilton Stamp and Stencil Works, Hamilton

Stencils
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McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

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Burrow, Stewart & Milne Co, Hamilton
W J Copp, Sons & Co, Fort William, Ont
Canadian Heating & Ventilating Co Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co, Toronto.
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Wm Stairs Son & Morrow Co, Halifa

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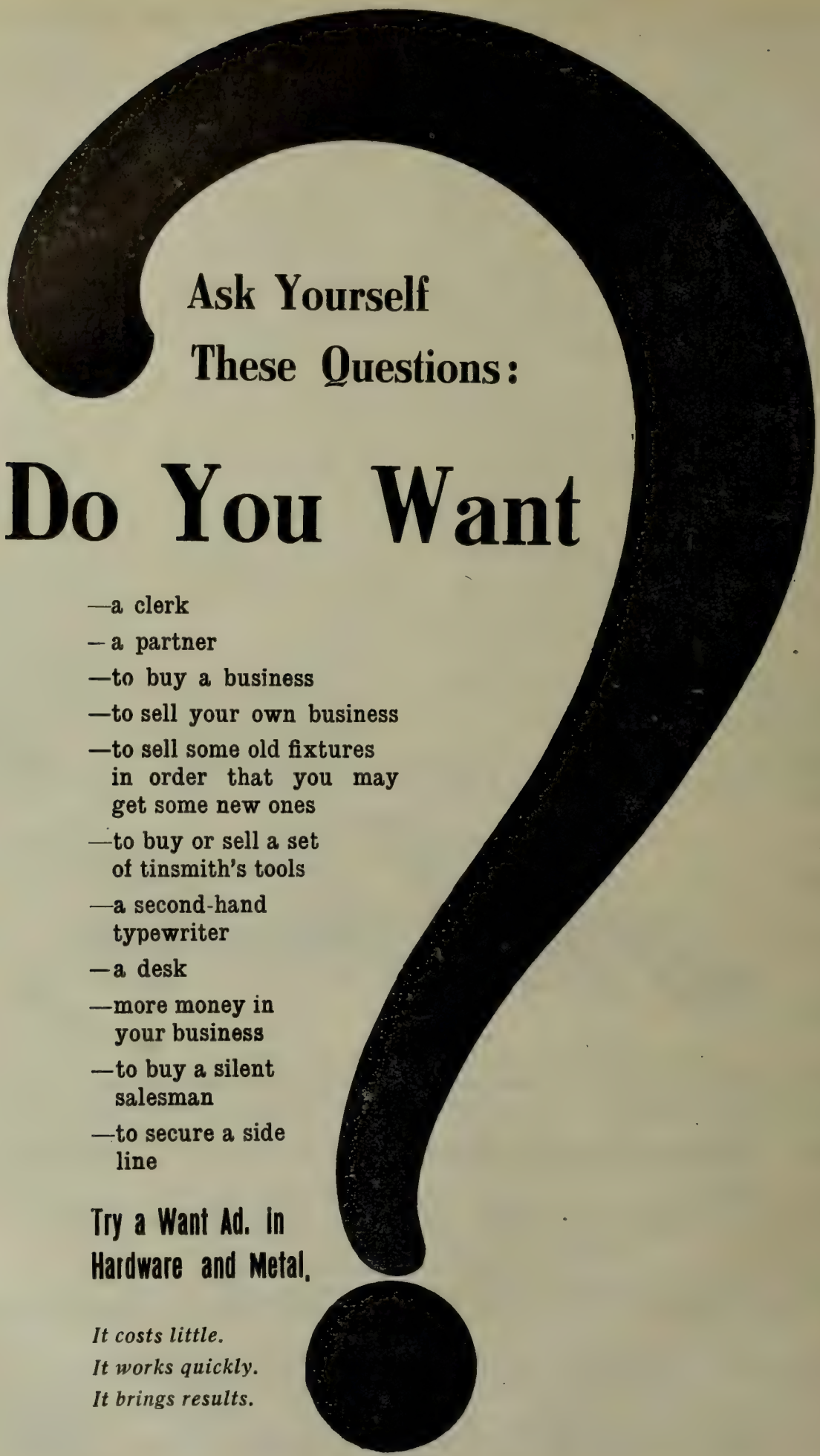
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General Offices and Warehouses, - - 174 to 196 Lower Water Street



Ask Yourself These Questions:

Do You Want

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—to buy a business

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—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of tinsmith's tools

—a second-hand typewriter

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Try a Want Ad. in Hardware and Metal.

It costs little.
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STRICTLY HIGH GRADE. TESTED & PACKED



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Earned by

Still's Axe Handles

has been built up chiefly by attention to two details:—

1. Care in the selection and seasoning of the wood.
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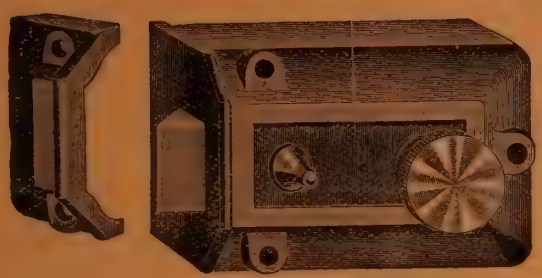
As a genuine satisfaction-giving line, Still's Handles have no superior and very few equals. The prices will interest you.

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Limited

St. Thomas, . . Ontario

We're at it again—reminding you that our stock of rim and mortise locks and of inside, front and store door sets cannot be beaten for quality and price. You will find they just fill your requirements and will prove profitable sellers.





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Write for Catalogue.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



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Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

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We can offer from stock or ex-shipments arriving by last direct steamers, via the St. Lawrence

Sicilian Sulphur in bags or barrels

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Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, OCTOBER 30, 1909 NO. 44.

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For Sale By Leading Wholesale Houses.

CORRUGATED IRON

with this brand means you are getting a

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Soft, Light, Uniform Iron

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Bristol, Newport and Montreal

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The Monarch Cobbler's Outfit

For general Boot, Shoe and Harness Repairing

This Outfit contains all Tools, etc., necessary for Boot, Shoe and Harness Repairing and will appeal to a very large section of the community anxious to save money by doing this work for themselves. "MONARCH" Sets sell like "wildfire" all the time!

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Don't Wait for Something to Turn Up. Try a "WANT AD."

"Maxwell" Hardware Specialties



Are known and appreciated in thousands of homes throughout Canada. Dealers find them active, steady sellers, particularly as new and improved types are continually being brought out.

The Latest is the

"Champion High Speed" Washer

This is really a "Puritan" tub and dolly-board, with a new "momentum" driving mechanism. Working the upright lever starts the dolly-board and also the heavy balance wheel, which revolves several times for every stroke of the lever. The momentum of this heavy wheel keeps the dolly-board running smoothly, and makes the "Champion" very quick and easy working.

The "Puritan" Motor Washer

takes all the work out of wash-day. Tap water runs it, in nearly every case at no expense to the user. The motor is simply, strongly made, and is far less liable to get out of order than other water motors. Works on a pressure of 35 pounds up.



The "Blue Belle" Wringer

has no equal either in Canadian or imported machines. Has ball bearings, enclosed gears, swivel tub attachment, five year guaranteed rolls, and is extra well finished.



The New "Royal Mangle"

is a thoroughly up-to-date machine which we have recently placed on the market. Splendidly made throughout and highly finished. A most useful machine in large families, boarding houses and hotels.



Write for prices and full information about our Churns, Lawn Mowers, Wheelbarrows, Etc.

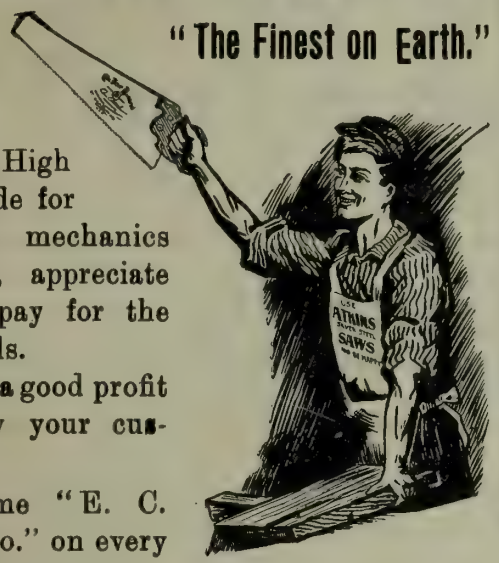
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ST. MARY'S - - - ONTARIO

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

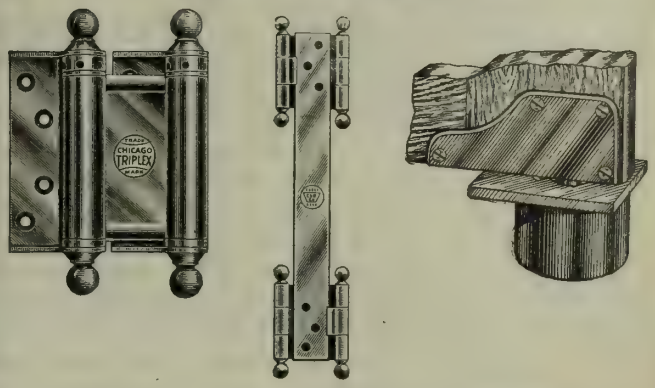
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A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

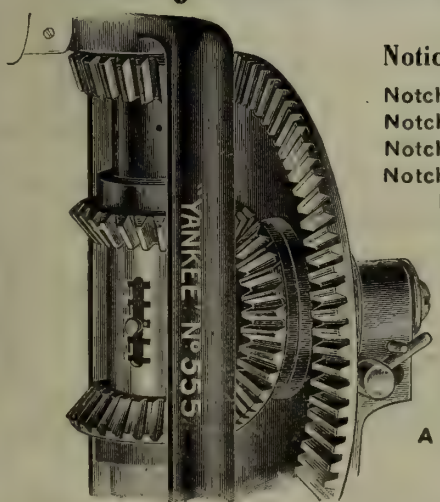
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Chicago Spring Butt Company.

CHICAGO NEW YORK

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"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings



Notice the little shifter between the gears :—

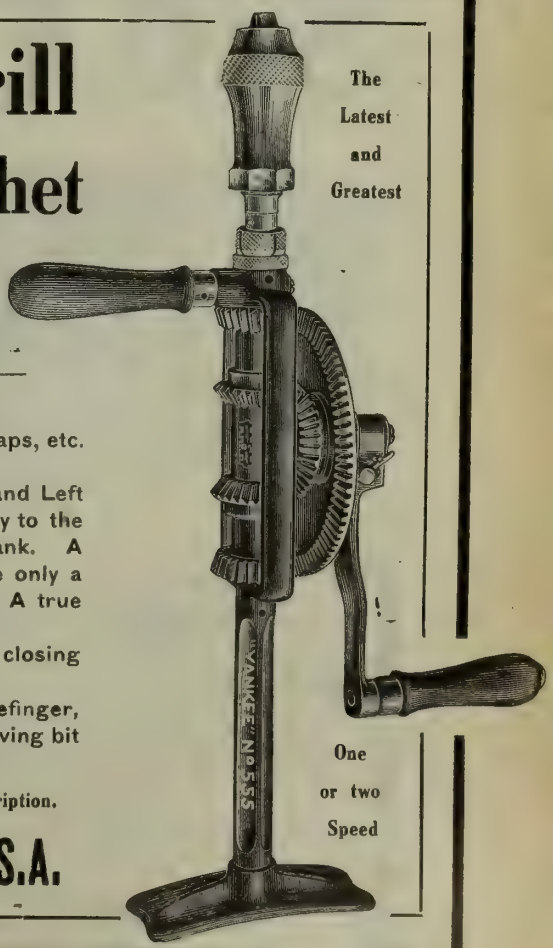
Notch 1—gives you a plain drill.
Notch 2—A Left Hand Ratchet for removing taps, etc.
Notch 3 - A Right Hand Ratchet.
Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
Notch 5—Locks drill for opening and closing chuck.
Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

A

Sold by leading jobbers. Write for full description.

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

The Latest and Greatest



One or two Speed



Get After the Merchants in Your Town

Do you know that our Metallic Ceilings and Walls are the most sanitary and artistic interior coverings a merchant can have in his store? They prevent the dust and dirt falling—a continual nuisance with plaster and wooden ceilings—and add so much to the appearance of the store—so many varied, artistic designs suitable for any class of business to select from.

Further, our Metallic Ceilings and Walls are fire and moisture proof and will greatly reduce insurance rates. They are very economical—in fact will last a lifetime. We use only the highest grade steel plate—every design being carefully and deeply stamped—absolutely no bulging—the best metallic ceiling on the market.

Get after this business—convince your fellow merchants of the many advantages of Metallic Ceilings and Walls, and then send measurements of their stores for estimates.

We are manufacturers of Eastlake Metallic Shingles, Metallic Siding, Lath, Cornices, Skylights, Ventilators, Finials, Pressed Zinc Ornaments, Eavetrough, Conductor Pipe, and Fireproof Windows and Doors.

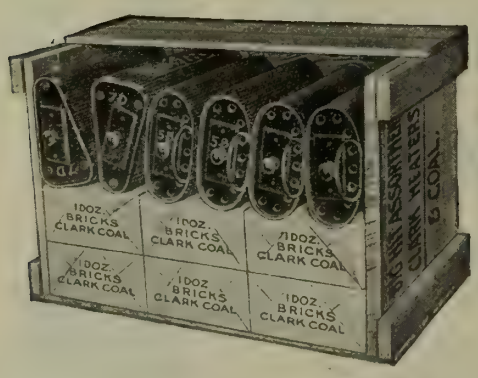
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"Do you know this firm is the oldest and largest sheet metal building material house in Canada? I guess their policy, 'Protection to the Trade,' has helped them a lot."—*The Philosopher of Metal Town.*

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1670

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

"Big Hit"

DISSTON'S

Crucible Cast Steel



We are the Exclusive Canadian Agents for

GOLD COIN BRAND

This steel has the largest sale of any individual brand sold in Canada.

If you have Sale or Use for a popular priced line, and have never used this Brand, we would recommend that you send us a sample order.

The Quality is good and the Price will be an Agreeable Surprise to You

Stock carried in all principal sizes

ROUND, SQUARE, OCTAGON

Flat and Star Pattern on short notice.



LEWIS BROS., LIMITED

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

SEASONABLE GOODS

Skates and Hockey Sticks

Are you getting your share of this business ?

We carry only the best makes "Boker's" and "Starr"

Now is the time to place your orders



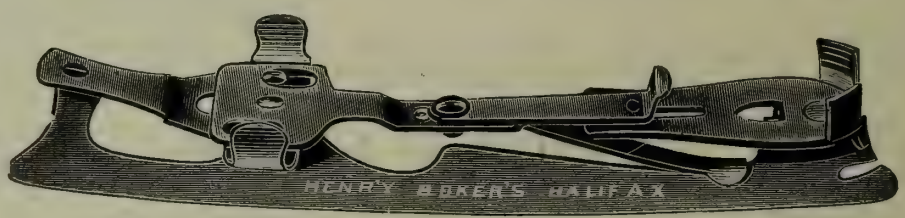
BOKER'S NORWEGIAN RACERS
Steel Runners, Aluminum and Nickle-plated finish. Sizes 10 to 12 inch.



BOKER'S "STADACONA" HOCKEY SKATES
Narrow steel double-end runners, Nickle-plated. Sizes 10 to 12 inch.
The Stadacona is one of the best hockey skates on the market.



BOKER'S LADIES' "BEAUTY" SKATES
Welded and tempered steel runners, curved, concaved, full nickle-plated and polished.
Improved top plates. Sizes 8 to 10 inch.



"HALIFAX" PATTERN SPRING SKATES
Sizes 7½ to 12 inch.





Write for Prices on our new line of Hockey Sticks, Skate Straps and Hockey Pucks

Large Stock — Ask our Travellers to show you Samples — Ship Promptly

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Important Notice



The rapid improvement in general business and increasing cost of raw materials is beginning to affect a number of staple lines, to the extent that manufacturers are asking more for their goods. We are obliged to announce that an increase has been made in the price of

Graham Nails

which have been sold from the beginning on a very close margin and are among the first to feel the changed conditions. Under no circumstances will we "take it out of the goods" by lowering the standard of quality, and in announcing a new Price Schedule we emphasize more fully than ever our determination to keep Graham Nails up to their well-known reputation as regards strength and finish.

H. S. Howland, Sons & Co., Limited

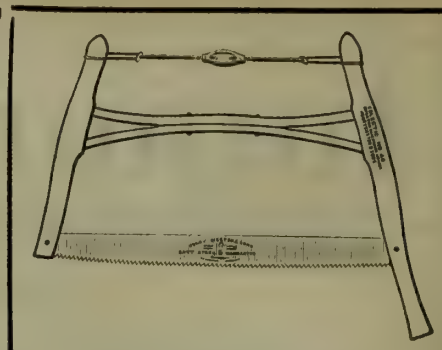
Wholesale Hardware Merchants,

We Ship Promptly. **TORONTO** **Our Prices are Right.**

Graham Nails are the Best.

Disston quality has made the DISSTON plant grow to Fifty acres since 1840.

How Disston "Bucksaws" Make Customers



This is only one of a list of shapes and styles. See catalogue mentioned below.

YOU can't safely tell an experienced bucksaw user "one make of bucksaw is like any other." He knows, through actual use, what differences there are. It is because of the absolutely unvarying uniformity of DISSTON Bucksaws that dealers make not one but SEVERAL sales and profits.

Some of the reasons for the steady increase in the plant of the DISSTONS is the increasing call from shrewd dealers for DISSTON Bucksaws. Pointing to the actual truth about DISSTON Bucksaws wins the customer, with that resulting profit---and it wins him back again, with other resulting profits, for experience with a DISSTON Bucksaw bears out every recommendation you give it.

Show your customer the wood seasoned for several years—the variety of shapes to select from---the styles of blades---the bracings---the varnishing---the weather protection---the ease of handling---the strength ---the qualities for heavy cutting---the absolute rigidity---the fact that in a DISSTON Bucksaw there is positively no lost motion or "give."

Behind every DISSTON Saw, Tool or File you sell there is a profit for you---and after that a steady stream of profits. The highest quality never fails to bring a customer to your shop again.



FREE If you haven't got the latest DISSTON Catalogue, send us a postal. It gives clear and complete descriptions of DISSTON Saws, Tools, Steels and Files, in all the various styles and makes. This new Catalogue may mean a handsome addition to your profits.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, - - PENNSYLVANIA

PIG IRON

ALL GRADES

Prompt or Forward Delivery

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

What's Doing in Skates?



The Ladies' Automobile Skate is something new—something exclusive. It is positively the only specially made ladies' skate on sale to-day. The Auto. is much lighter than any other made and is richly finished and daintily designed. The blade is of the rocker design but is only gently curved upwards at the ends, permitting a firm footing with rocker enough to lend itself to fancy skating. $2.50.

The big feature in men's skates is the "Automobile" Model "C." Model C is made with an aluminum top and a blade of nickel steel—it is ounces lighter than any other in the catalogue of the world's skates. The "Automobile" is the ideal hockey skate. Guaranteed. Price, $5.00. This skate is supplied in straight or rounded end blades.

The new skate the "Arctic Special" has taken every other skate into camp on the price, $1.50. It is manufactured from the very best of selected steel with specially constructed toe and heel plate. A spendid design for hockey purposes or for rink skating.

EXAMINE THESE SKATES BEFORE PURCHASING ANY OTHER:

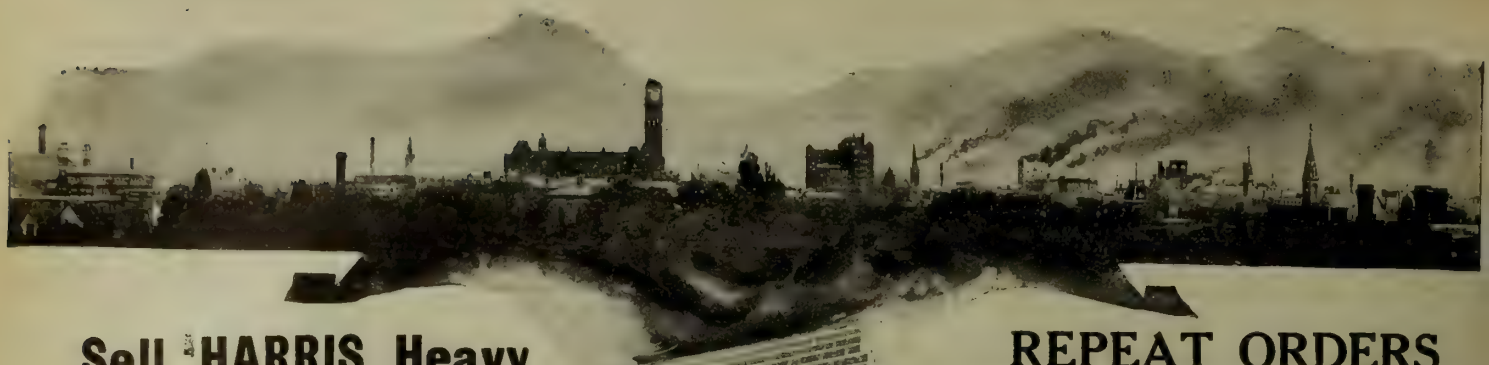
Automobile Skates
Models C. B. and A.
"Ladies' Auto"
"Arctic Special"
Klondyke
Yukon
Cycle *Models 25 and 5*

All our skates are manufactured from the best of drawn steel, nickel steel being used entirely in the higher grades. Aluminum alloy tops are employed in model "C" of the Automobile Skate to obtain an exclusive lightness in weight. Model "C" is really the strongest featherweight made anywhere.

WRITE TO-DAY FOR OUR CATALOGUE AND PRICE LIST

The CANADA CYCLE & MOTOR CO.

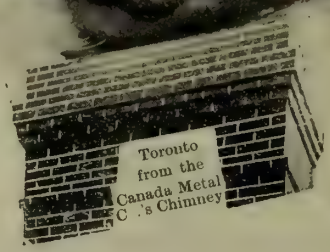
TORONTO *Limited*



Sell HARRIS Heavy Pressure Bearing Metal and please your customers.



This metal is a Hardware Babbit. It sells at a moderate price.



REPEAT ORDERS THAT'S WHAT PAYS

Our goods *Bring and Keep* customers. Have you a stock? Our goods are known and asked for, they are the best, not because we say so but because we have the proof, and that's *Repeat Orders.*

THIS SOLDER

The Best Known and Made. It is Satisfaction in solder. The Quality is the best.



The Canada Metal Co., Limited

Toronto



It's an "Enterprise"

Say this and the sale is made.

No explanations, no apologies needed.

All experienced housekeepers know the "Enterprise."

We are educating all the inexperienced ones to ask for

"ENTERPRISE" Food Choppers

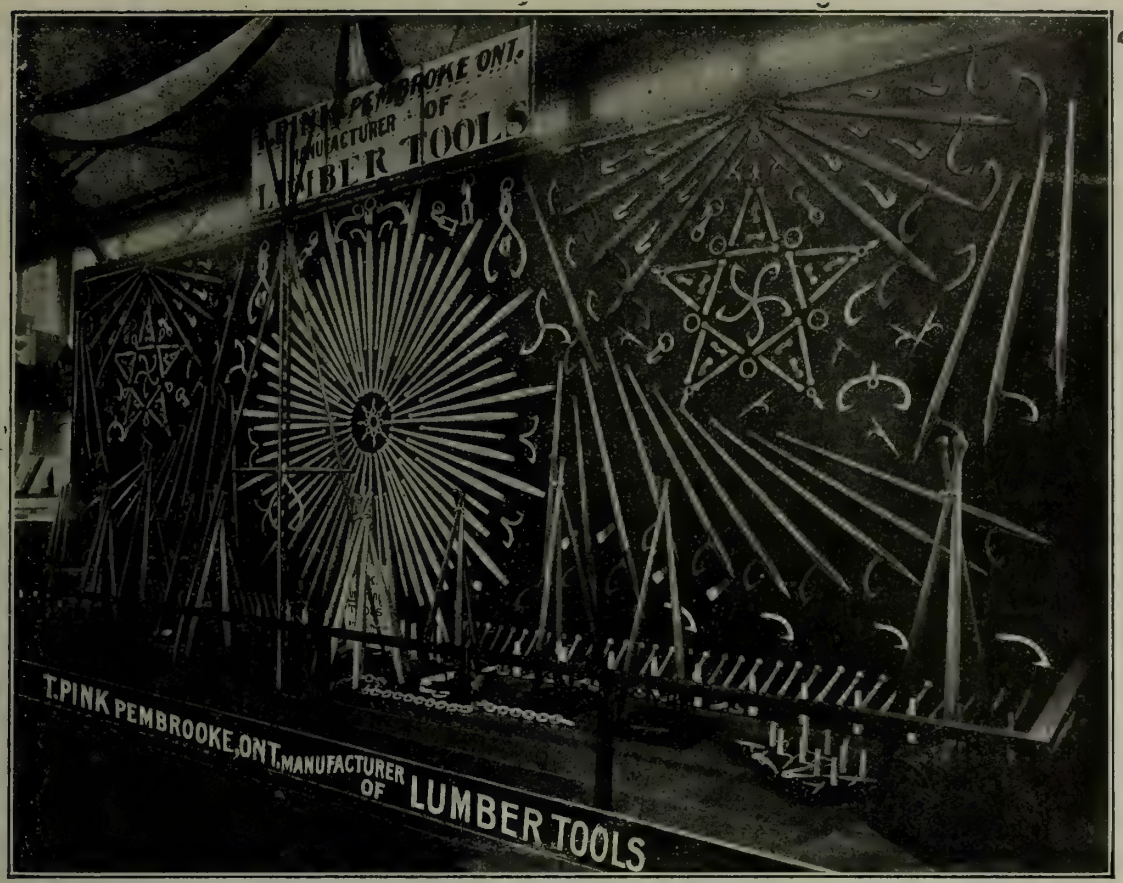
All you need for big sales is a big stock. Our great campaign of advertising in magazines and agricultural publications featuring our Meat and Food Choppers, etc., will help you. "Enterprise" signs and a lot of advertising attractive to housekeepers and home makers, free to dealers upon request.

Have you our catalog handy?

The Enterprise Manufacturing Co. of Pa.

PHILADELPHIA, U.S.A.

21 Murray St., New York 544 Van Ness Avenue, San Francisco



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Crescent Brand
Registered



Quality is Rewarded

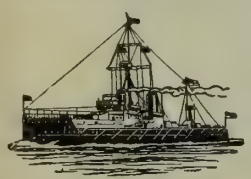
We have shipped so far this year **4** times as many Butts and Hinges as we did last year—and have not had one complaint about quality or workmanship.

The merchants who handle "Crescent Brand" Butts and Hinges know how their trade has increased.

You can get them direct if your dealer will not supply you—and they cost no more.

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, CANADA



R-gist-red Trade Mark

THE PATENT "DREADNOUGHT" MILLING FILE

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively, their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.
JUST THINK:—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."
JUST THINK:—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance
Write for Price List and Catalogue to the nearest agent.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

NATIONAL FILE & TOOL CO, 2110 Alleghany Ave., Philadelphia, U.S.A. *FACTORY, 65 Dalhousie St.*

AGENTS { Halifax, N.S.—Austen Bros.
London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

It is to Your Advantage to Carry a Stock of

Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.

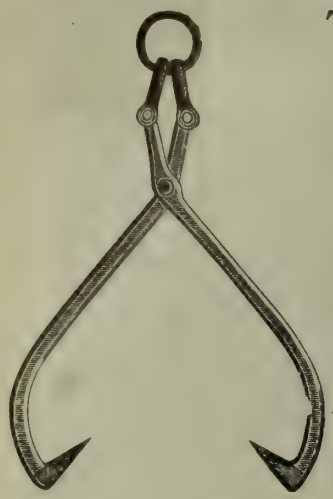


Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

BE READY

TO SUPPLY THE LOGGERS



Large stocks on hand and prompt shipment guaranteed.

Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as:—

Cant Hook Stocks
Loading Blocks
Skidding Tongs
Saw Wedges
Cant Hook Steel,
Etc.







Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - - ONTARIO

Wideawake Dealers

Here is your chance to get a lot more business—sell Genasco Ready Roofing.

Much of the work has been done already and we have paved the way for you to gather in the profits.

We have created a big demand for Genasco all over the country by our vigorous campaign of national advertising. We have been telling YOUR customers why Genasco is the roofing for all their buildings.

Ready Genasco Roofing

(MINERAL AND SMOOTH SURFACE)

is made of Trinidad Lake asphalt. It is nature's everlasting waterproofer and weather-resister. It gives Genasco the life that lasts, and makes it the most economical roofing you can buy.

Your customers know this and they simply need to know you sell Genasco, for you to get their roofing trade. Dealers everywhere are making money out of Genasco. Why shouldn't yon?

Write to-day for samples and full information.

Genasco Roofings are backed by a thirty-two-million-dollar guarantee.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co. Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
J. H. Ashdown Hardware Co., Winnipeg, Man.
Roofers' Supply Co. Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

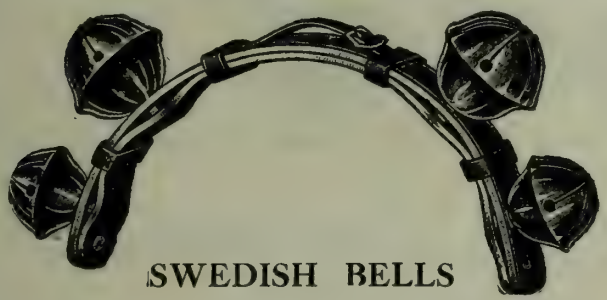
Good Selling

SLEIGH BELL

Lines

We have only the best material put in our bells

For sweet harmonious tone they are the best to be had; each bell is selected with great care for both quality and sound.



SWEDISH BELLS

No. 711BB. Two brass bells, each 7 and 11, on fine black leather straps.

No. 913BB. Two brass bells, each 9 and 13, on fine black leather straps. We keep nickel finish also.



VICTORIA BELLS

No. 97BB. Two brass bells, each 7 and 9, on fine black leather straps.

No. 119BB. Two brass bells, each 9 and 11, fine black leather straps. In nickel finish also.



No. 14. Nickel-plated Saddle Chime. Very fine tone.



No. 650. Nickel-plated Top Shaft Chimes.



No. 90. Deep Cut Bell, Metal Shaft Chimes, harmonized tone, nickel-plated.

See Sporting and Fall Goods Catalogue for illustrations of full line.

Caverhill Learmont & Co

Montreal and Winnipeg

DON'T

be misled by imagining Structural Steel is too big a thing for you to handle. Get after this splendidly-paying trade. You already know the builders and users of Steel in your district; find out their requirements and let us know. We will do the rest—quote you prices, protect you, and assist you all we can. It's worth your while.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



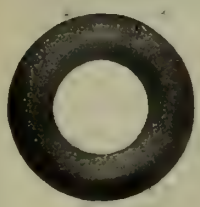
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

Distinctive Appearance

"PANSY"



Distinctive Quality

BROOM

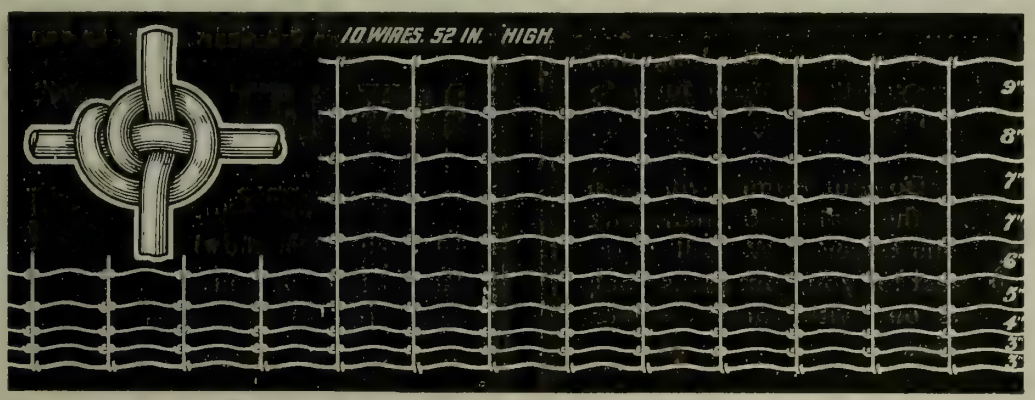
The best broom value on the market—the **"PANSY"** is just the right weight and size, and has that springiness which is only found in the higher grade broom corn. Housewives who have once used the **"PANSY"** will have no other.

We can supply you with Brooms of any grade—but the **"PANSY"** is the broom we recommend, and the one which you will find most profitable to handle. There is no other on the market "quite so good."

Write for price list.

H. W. NELSON & CO., LTD.

TORONTO, CAN.



The Best Is None Too Good For You

¶ When you place your next order for **Woven Field Fence, order the best,** and the best is **"Dominion Special,"** *"The Landmark of the Future."*

MANUFACTURED BY

Dominion Wire Manufacturing Co., Ltd., Montreal

WRITE US



Fire! Fire!! Fire!!!

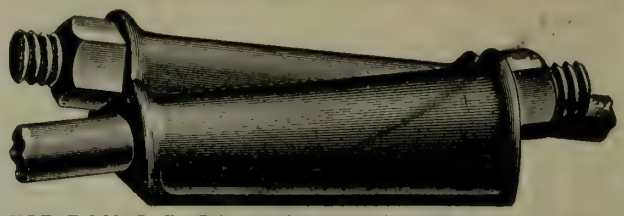
Efficient protection from fire, no matter what the style of building may be, is assured by using the

DAVY AUTOMATIC SAFETY FIRE ESCAPE

Gained the first prize of $100 offered by the Commercial Travellers' Association for the best escape. Write for booklet and prices. You can handle this line most profitably.

UNITED STATES FIRE PROTECTION CO.
Utica, N. Y.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. *Limited*

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*



Fig 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.
LIMITED
Galt, Canada

"THE AYLMER ADJUSTABLE BASE LIFT PUMP"



This pump is fitted with our Adjustable Base and will accommodate itself to any and all surroundings. By this arrangement the spout can be instantly adjusted to any height above the platform, has our Siphon Spout and Reservoir Head, long heavy Handle with large Polished Steel Bolts, which insures Long Life and a Smooth-working, Noiseless Pump. This also makes a very desirable Pump for Drilled Wells.

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

FORTIFY YOUR POSITION

as a hardwareman by adding a line of

Brooms, Brushes and Woodenware

You will find these goods one of the most profitable and quick-selling lines you can handle, and of their kind none will give you better profit or leave your store more rapidly than those made by

Thomas Bryan, Limited, London, Canada

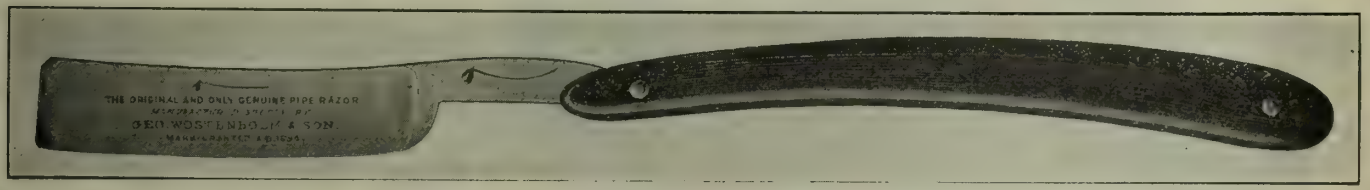
*Western Representatives :—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***

WOSTENHOLM'S CUTLERY

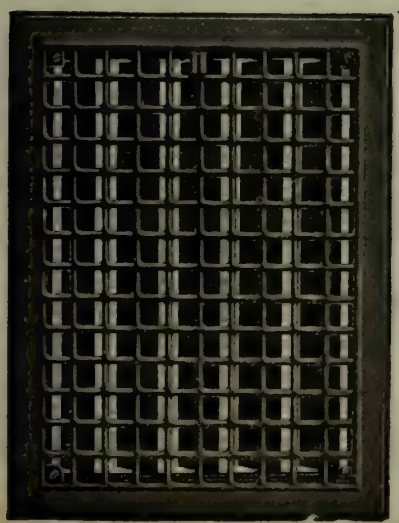
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL



DO YOU KNOW

That a good cast range is the best investment you can make—that is, if you want a stove.

There are stoves—and stoves. What better guarantee for excellence and superiority could you have than the "backing" of the McClary Mfg. Co.?

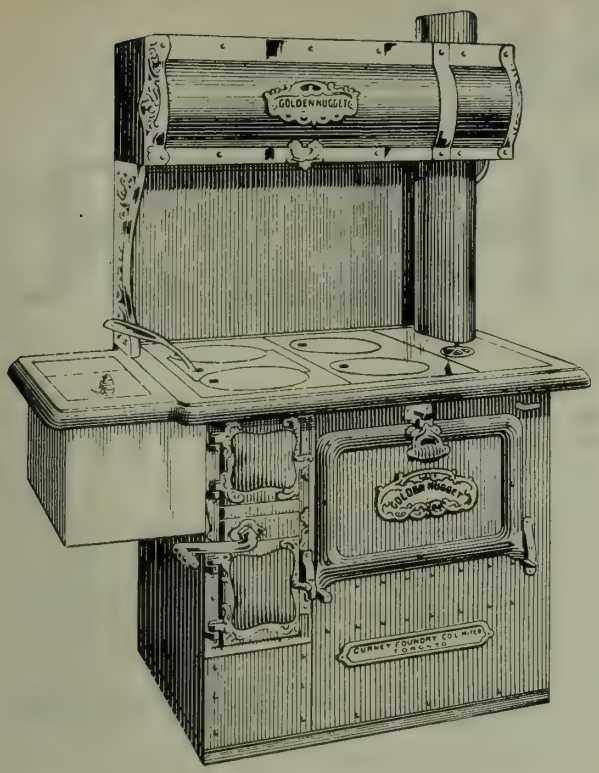
We have been making stoves now for forty years; no short period. Our plant is the largest stove plant in the British Empire. We buy all raw materials in large quantities, thus securing lower prices, and you get the benefit. The "Ladies' Aid" is a cast range. The ovens are all manufactured of nickeled steel plate. The tops are all burnished with our special process; the nickel is all double coated.—Well, we haven't space to tell you all about it here, write us for a circular.



London,
Toronto,
Montreal,
Winnipeg,

McCLARY'S

Vancouver,
St. John, N.B.,
Hamilton,
Calgary.



A "GOLDEN NUGGET" FOR —YOU!

"MORE WEALTH, AT LITTLE COST."

BUSINESS IS BOOMING—simply great! Did you ever know it to be better? Our representatives—the men who carry the Gurney-Oxford mark—are wildly enthusiastic. Most of them haven't time to tell us. But, oh! how the orders keep rolling in. It's a great Gurney-Oxford year this, to be sure! This hustling, bustling, activity

is a mighty fine tonic, especially on a blue Monday—but how's the game with you—are you keeping up with the pace? Are your guns well trained, ready for action—and, what's your commands. "New Chancellors," "Imperial Oxfords," "Crown Princes," or the greatest of all base-burners, The 300 Series "Art Laurel." By the way, the "Golden Nugget" Steel Range is going strong, always in the forefront—a dandy range—cooks, bakes, roasts to perfection, and that's what begets confidence between you and your trade.

The "Golden Nugget" is fitted with our new reversible grate, quickly changed from coal to wood use. Copper detachable reservoir, slips into oven—a convenient place when shipping. The oven is a big talking point—it's roomy, and a quick baker. Don't rob your floor of a quick seller. Give the "Golden Nugget" a fair show. You'll get a reward in quick sales—satisfied customers.

GURNEY-OXFORD

THE GURNEY FOUNDRY CO., LIMITED

Toronto, Hamilton, Montreal, Winnipeg, Calgary, Edmonton, Vancouver

GARNET "GOOD CHEER" RANGES



with 20-inch oven and 4 or 6 hole top

This is the range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba

DAVIDSON'S DECORATED ENAMELED WARE

FOR THE HOLIDAY TRADE



Fig. 162

White Enameled

DECORATED CHILD'S SETS

No. 7. Can also be supplied in "Premier" or "Colonial" Brands, and in Lithographed Tin.



Fig. 158

TEA POTS

Enameled Royal Blue with Gold Decorations, very attractive, Globe shape with Seamless Body. 5 sizes, from individual pots to 3 quart capacity. Nos. 551a, 551, 552, 553, 554.

TEA POTS

In Royal Blue and Gold, or White with Fancy Flower Decorations, Double seamed Bodies, 4 sizes, Nos. 10, 20, 30, 40.



Fig. 159

CUSPADORES

Seamless. Made in Royal Blue and Gold, also Light Blue and White with Flower Decoration. No. 035.



Fig. 165

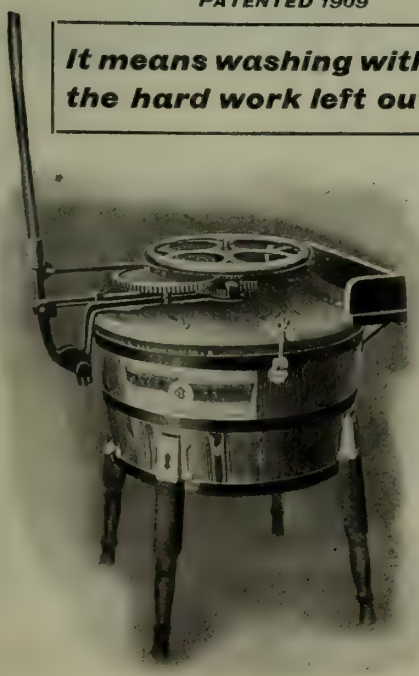
WRITE FOR PRICES

THE THOS. DAVIDSON MANUFACTURING CO., Limited, **MONTREAL AND WINNIPEG**

THE FLYER

PATENTED 1909

It means washing with the hard work left out



A Big machine, Big in every way—Big in power, Big in speed, Big in ability to do the work, Big tub with a Big opening, Big seller.

Has simple, strong and accurately machined mechanism seated on steel ball-bearings. Is fitted with a large evenly balanced fly wheel that is easy to start and carries the action over its heaviest load with little effort. The entire working gear is attached to the cover and lifts easily with it. No troublesome connections to make.

Made Exclusively by

The Dowswell Manufacturing Co. Limited

HAMILTON :: ONTARIO



"Jewel" Stoves and Ranges

Grand Jewel Heater

The Grand Jewel Heater met with such a ready sale last year that we could not fill all our orders.

This year we have a very large stock of them in our warehouse and are prepared to ship promptly.

Dealers who handled this stove last year know what a quick seller it was and are doubling their orders for 1909. If you have not already ordered, better do so now and clinch your share of the Fall Heating Stove Trade.

Made in three sizes, Nos, 13, 15 and 17. No. 15 supplied with Oven. Feed pots for all sizes.

M DE BY

The Burrow, Stewart & Milne Co., LIMITED

Hamilton, :: :: Ontario.



Perfection Oak

For Hard and Soft Coal or Wood—A handsome stove at a very low price. Large feed door, heavy steel body, screw draft dampers, draw centre grate, ash pan, grate shaker through side of base. A very attractive stove, being handsomely nickel-plated and ornamented.

Sizes 12-in., 14-in , 16 in., and 18-in.

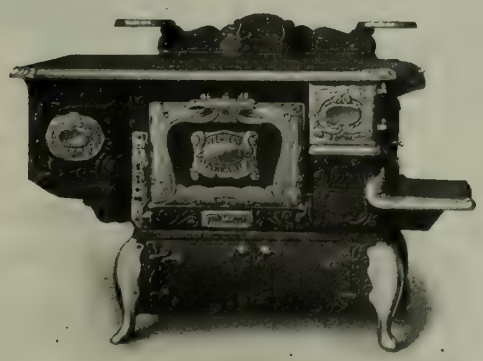
Send for our new Stove Catalogue and Price List

THE JAS. SMART MFG. Co., Limited

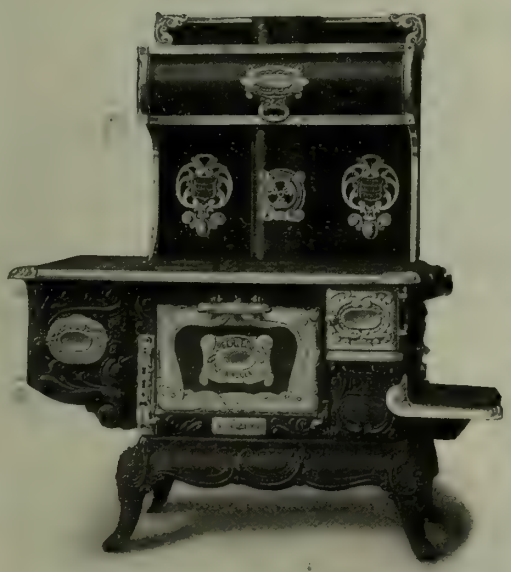
BROCKVILLE, ONT. WINNIPEG, MAN.

PEERLESS PENINSULAR RANGES

Made in the largest variety of styles and sizes

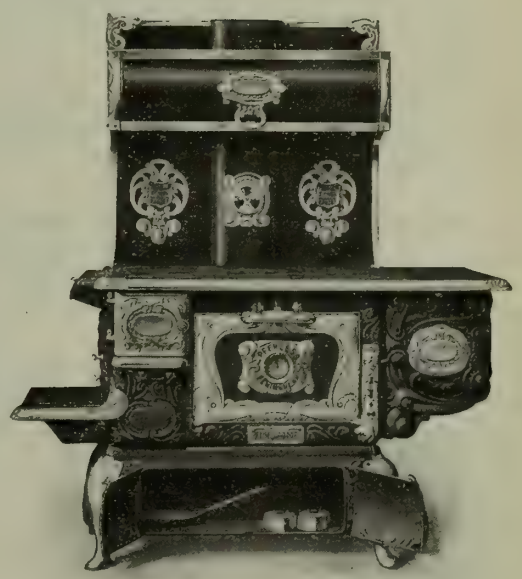


Left Hand with Reservoir and Low Closet



Left Hand with Reservoir and High Closet

WE ARE SHIPPING PROMPTLY



Right Hand with Reservoir High and Low Closet

Our New Catalogue has been issued.
If a copy has not reached you, write us.

CLARE BROS. & CO., LIMITED

PRESTON - ONTARIO

CLARE & BROCKEST
Winnipeg and Calgary

C. L. RACE & CO.
Edmonton

J. M. KAINS & CO.
Vancouver, B.C.

THE MECHANICS SUPPLY CO.
Quebec, Que.

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

THE ACME OF PERFECTION



in Fit, Threading and Finish is attained in the well-known

"DIAMOND BRAND"

Fittings of

THE OSHAWA STEAM & GAS FITTINGS CO., Ltd.

Oshawa, Canada

SEE THE DIAMOND

WHOLESALE ONLY

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results Buy it for

Tools, Mining Drills, etc.

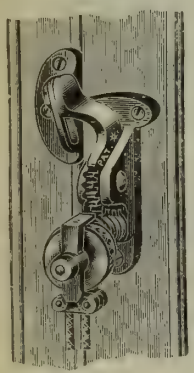
Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.

144 William Street, Montreal, Que.



Canadian Showrooms
28 Toronto St.

Cut on left shows the

"ROY"

Fanlight Opener

Smooth and quiet in action—Practically invisible. No wood to be cut away. No projecting arms to catch blinds. A well-made apparatus that sells well.

We make everything in brass and copper.

TONKS LIMITED

BIRMINGHAM

(H. F. McIntosh & Co., Agents)
TORONTO



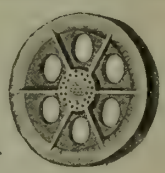
Window Fasteners in Brass and Gun Metal

All Sizes

Write for Catalogue

"STAR BRAND"





FERRALL'S HUB HOISTER

AND

Sheave for Same

FOR HEAVY RAPID HOISTING

EITHER FOR MANILA OR WIRE ROPE

The shells have rounded edges which protect and save the rope. The sheaves are fitted with Metaline side bearings which keep sheave from heating. The best rope-saving block made.

Catalogue H.M. Sent Free on Application

Boston and Lockport Block Co.

116 Condor Street, EAST BOSTON, MASS.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal



The

HEERFUL OAK

is in a class by itself. It will burn coal, wood, in fact, anything that is burnable, and is as economical as a miser.

It is an advantage, Mr. Dealer, to have a stove like the Cheerful Oak, which you can recommend to your customers to burn wood Spring and Fall, and when the cold weather sets in a continuous coal fire can be kept in it day and night the same as in the expensive Base Burner.

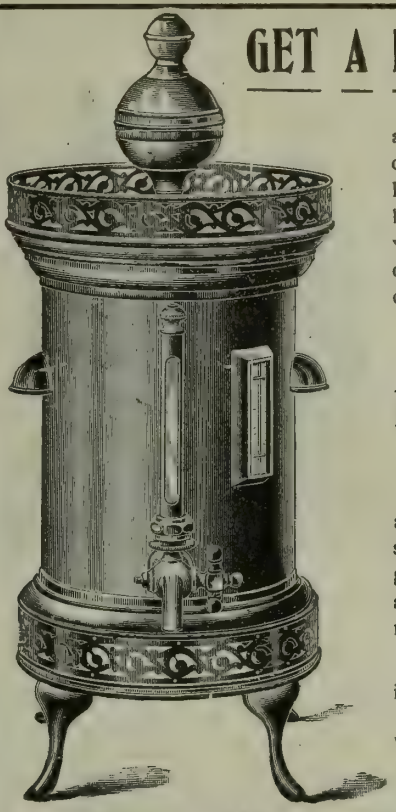
Made in four sizes Single Heater and two sizes Double Heater.

We make cheaper Oak Stoves, but if you want to increase your business and have satisfied customers, make the Cheerful Oak your leader.

Findlay Bros. Co., Limited

Carleton Place, Ont. and Winnipeg, Man.

Distributing Agents: Stewart & Co., Toronto; D. V. Cope & Co., Calgary; Revillon Bros., Edmonton; H. H. Dryden, Sussex, N.B.



GET A HUSTLE ON

and look up the owners of the cafes, lunch counters and boarding houses which are continually opening up in your district.

Our Restaurant Urns

are practical, handsome and durable goods that will stand any test or meet any requirement.

There's money, too, in them for you.

Write for illustrated Catalogue.

BUFFALO MFG. CO, BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co, 28 Toronto Street, Toronto.

"Brantford" "Roofing"

FREE

A Series of Retail Ads

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited

Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.

The **Empire Oak** Stove



FIVE FEATURES DISTINGUISH THESE STOVES.

Effectiveness in Heating
Durability in Wearing
Lowness of Price
Economy in Fuel Consumption
Excellence of Finish

They are a paying proposition every hardwareman should handle

THE CANADIAN HEATING & VENTILATING CO.
OWEN SOUND, ONTARIO LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

When in the market for

Glues, Gelatines, Size, Etc.

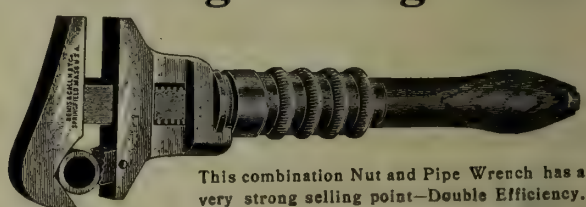
you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Web oon & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.

TRADE MARK



NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
TORONTO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only b

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



FOODCOOKEDPROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers.
We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

MANUFACTURERS' AGENTS.

R. B. COULSON
Manufacturers' Agent
454 St. Paul Street : : Montreal
Successor to
COULSON & BLAIKIE
Connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

MANUFACTURERS' AGENTS

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg: 132-134 Portage Ave., East

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

MANUFACTURS' AGENTS.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

J. L. BECKWITH & CO.
MANUFACTURERS' AGENTS
are open to consider British Columbia representation for good Eastern Agency.
Sample Rooms, Mahon Bdg., Langley St.
P. O. Box 774 VICTORIA, B. C.

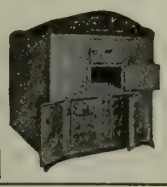
METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont.
Phone, Parkdale 3188.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

EMERY WHEELS.

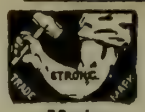


Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

TOOLS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.
CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog

STOVE REPAIRS.

Phone College 4877

JONES BROS.

302 Christie St., Toronto

Stove Brick — Stove Castings
Fire Clay — and Water Fronts
Asbestos Cement
Brick for Fire Places

STEEL TANKS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

SNAPS.

"QUEEN" LOOP SNAP

Strong  Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

SPECIALTIES.

The Manufacturers Sales Co.

MONTREAL

Frederick H. Reid, Manager

Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.

We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

BUILDERS' SUPPLIES.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

WIRE GOODS.

Buy your

WIRE GOODS

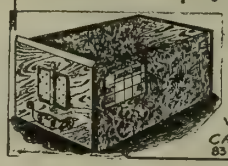
from

CANADIAN SALES & MFG. CO.

Factory 55 St Paul Street
Office 107 St. James Street
MONTREAL

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

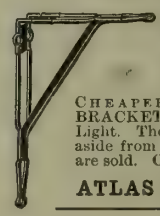
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
83 Richmond St. W. Toronto.

SHELF BRACKETS.



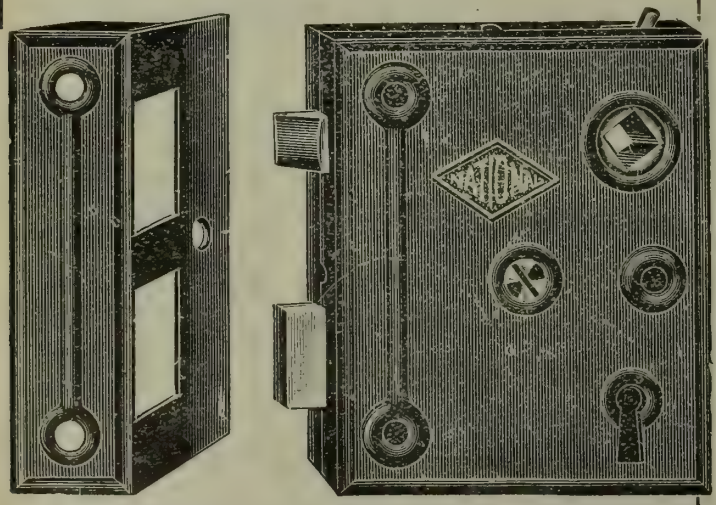
Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

BE CAREFUL

in your selection of Locks! Nothing has more influence on the Builders' Hardware trade than a satisfactory line of Locks. How are your stocks?



NATIONAL STEEL RIM LOCKS

are noted for their safety, strength, durability and finish.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



OTTAWA, Dec. 12th, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal.

GENTLEMEN:—
Replying to your inquiry re "J. W. HARRIS ROTARY VENTILATORS," we are pleased to state that the "J. W. HARRIS ROTARY VENTILATORS" purchased from you have given every satisfaction, we have not had a single complaint so far

We remain,
Yours truly,
McFARLANE & DOUGLAS,
250 Slater St.

Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

BANNER
TRADE MARK.



REPUTATION

AS MAKERS OF

Coal Oil Lighting Specialties

SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

TO THE TRADE

THEY ARE FULLY GUARANTEED

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario



The Meaford Wheelbarrow Co.,

MEAFORD Limited ONTARIO

Manufacturers of

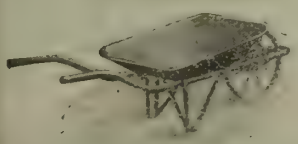
WHEELBARROWS—both Steel and Wooden, all styles: also the *Sterling* line of Roller Bearing Easy Pushing Wheelbarrows and Concrete Carts.

TRUCKS of every description, both in two and four wheeled.

DRAG SCRAPERS (Pressed Steel) **WHEEL SCRAPERS** (Pressed Bowl and Square Box).

PROMPT SHIPMENT.
RIGHT PRICES
GOOD GOODS.

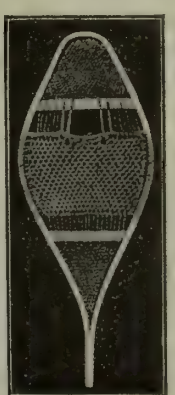
SELLING AGENTS:
Alexander Gibb, Montreal
Bissett & Loucks, Limited, Winnipeg
John Burns, Vancouver





AND NOW IT'S SNOWSHOES

THE favorite winter sport, as well as the use for the lumber camps and hunting, etc., all come to the *shrewd dealer's mind.*



Our Snowshoes should be on your list of purchases this day.

The splendid material used in all our Snowshoes has made them bring repeat orders.

You *will have no trouble* selling them, for they always give satisfaction.

No one has reached our stage of perfection in SNOWSHOES.

Write to-day for illustrated card showing sizes and shapes.
Price list on request.

THE ROBERT RYAN CO.

Three Rivers, Que.

Manufacturers of Mitts, Gloves, Moccasins and Snowshoes



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

"SATURN"

PLAIN COMPRESSION GREASE CUPS

are the best for general use. They are made of the best steam metal, well finished, and can be sold at a very reasonable price. They make a very salable line to carry.

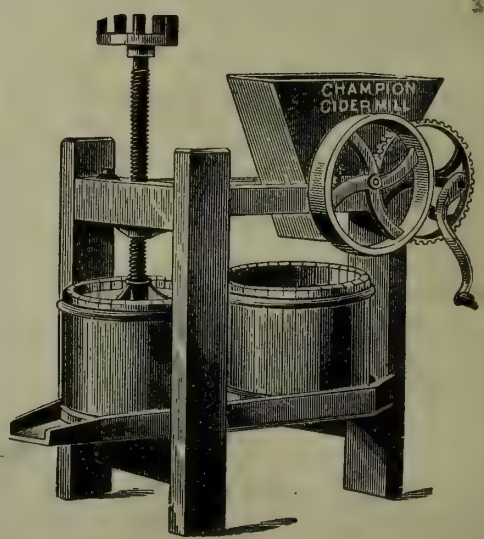
Your jobber stocks them.

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

PLUMBING GOODS

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

STEAM SUPPLIES

TRADE MARK J.M.T REGISTERED

PROFITS are made by you.

DOLLARS are saved by your customer who uses J.M.T. Steam or Plumbing Goods.

If you want the lines that look GOOD and that wear BETTER, then J.M.T. are the BEST to get—They're "Quality Guaranteed."

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West *TORONTO*



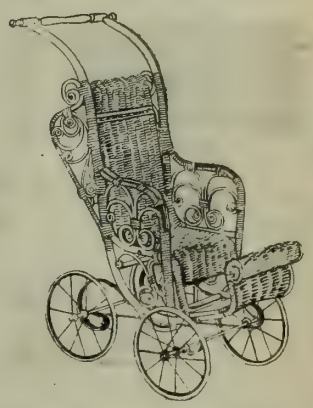
No. 295 Folder. List $7.50.

Throughout the year

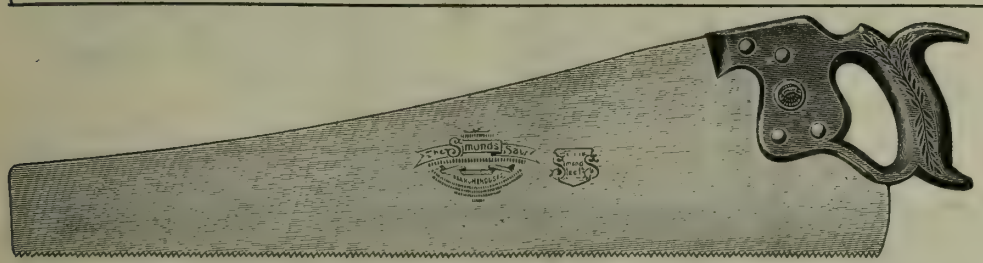
there is a never-failing demand for Baby Carriages, and those of the TORONTO Gendron CANADA make combine strength, lightness, good design and workmanship and wearing quality. Cut on left shows excellent folder in which body folds and wheels remain stationary, whilst that on the right is a Reclining Carrier of first-class finish with reed body. We recommend these as two splendid sellers.

MADE IN CANADA.

The Gendron Mfg. Co. Ltd. - Toronto



Reclining Carrier. List $11.40



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

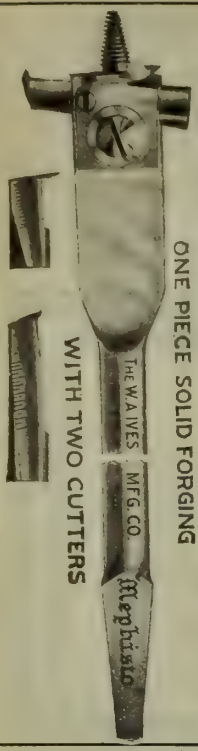
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



Solid Stem Expansive Bit

The Only One Made

Drop Forged from Best Cast Steel

Especially adapted for Boring in Hardwood

ONE PIECE SOLID FORGING

WITH TWO CUTTERS

This bit is a great improvement over the old form in which the dovetail method of holding the cutter is used, it being so constructed that the cutter will stand the severest strain without creeping, springing or loosening.

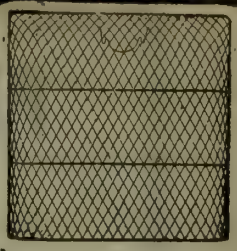
The binding screw holds the cutter firmly in place, the small set screw preventing it from being forced in either direction, thus forming a double locking device with cutter immovable until screws are released.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., LTD.
Montreal, Can.

SPARK PROOF FIRE GUARDS AND FEEDERS



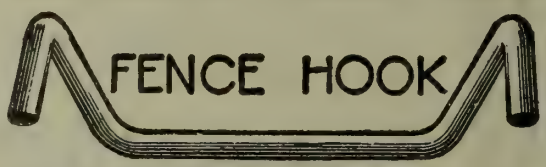


We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.

CANADA WIRE GOODS MFG. CO., Hamilton, Ont.
We manufacture all grades of *Wire Cloth and General Wire Work.*
We solicit your inquiries.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nails nd hardware specialties.

The McBrien Mfg. Co., Limited
Dovercourt - - - - - - - Toronto



HERCULES

Sash Cord

Buy the Best.

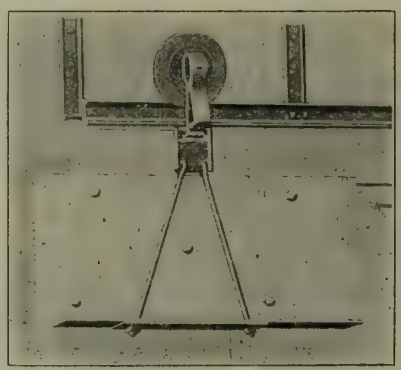
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Get this FREE Book 3 before you build. Tells why fireproof metal material is cheaper from first to last—tells why one kind is the cheapest it's safe to buy. No matter what you mean to erect or repair, indoors or out, send for book. Ask nearest office

PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

S. B. MARTIN, Dalton, O., U.S.A.



Builder of

"Low-Down-High" Store Ladders
Wonder Barn Door Hangers
Channel Steel Track
Hardware Specialties

Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

Will give license to one or two good Canadian Firms to build these Specialties.

See Cut.

Read a FREE Book 4 about better ceilings. Tells of two thousand designs for every sort of structure from a cathedral to a warehouse—proves why our ceilings cost less. Get the book. Ask our nearest office.

PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

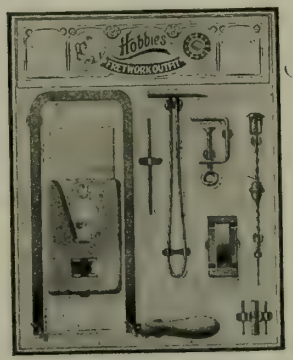
COLONIAL PREFERENCE

Amateurs in the Old Country and in every Colony prefer Hobbies Tools and Fretwork Accessories to all others.

THE JIG-SAW CRAZE has boomed Fretwork everywhere, the season is now in full swing and bids fair to be a record one.

YOU HAVE AN INTEREST IN PUSHING THIS TRADE.

Your Window will be a Great Attraction when Dressed with Hobbies Goods.



HOBBIES CARDED OUTFITS ARE SPLENDID SELLERS

This Will Always Attract Attention

Write next mail for Catalogue and Trade Terms. Profits assured.

Hobbies TRADE MARK

HOBBIES, LIMITED, DEREHAM, ENG.



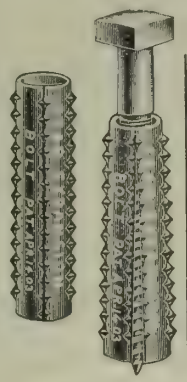
The Biggest Business-Bringers in the Hardware Line Are

"STAR EXPANSION BOLTS"

There are two "**Reasons Why**"

Star Expansion Bolts

are made to stay; and in making your fastenings to brick, stone, concrete, tile, slate, and so forth, don't forget that the Star is going to **hold** as long as the wall stands.



United States' Engineers

and the "big men" in the architectural world, specify **STAR EXPANSION BOLTS**, thereby putting them in great demand by contractors.

We are the largest advertisers of Expansion Bolts in this country! You may take up a copy of almost any trade paper, and you'll see the large space which we use every month.

We have a bundle of co-operative plans by which **WE BRING CUSTOMERS TO THE DEALER'S DOOR!** You will be interested in these, **FOR THEY DO NOT COST YOU A CENT!**

Drop us a line to-day for some samples.



Star Expansion Bolt Co.

147-149 Cedar St., - NEW YORK CITY



THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

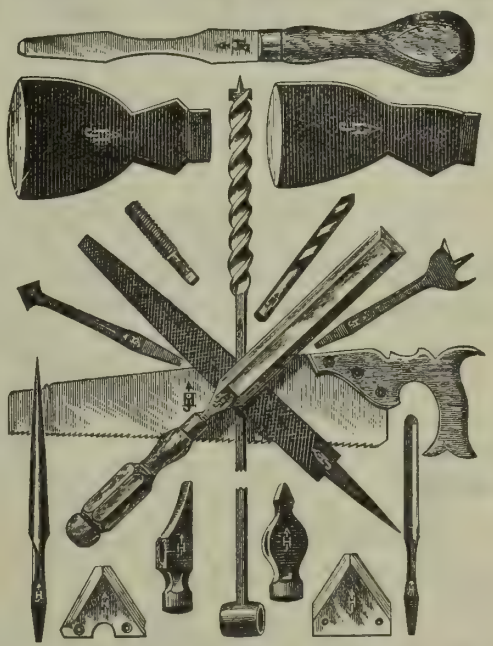
are sole makers of the fence with the exclusive feature the

Dillon Hinge Stay

The hinge stay is a joint in the upright at every strand wire which enables the fence to give under pressure without bending the stays. By this means the fence will always stay up and will not sag. The 'Dillon' is a splendid selling line, being no dearer than an inferior fence.

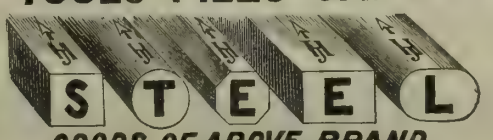
SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
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JAMES HOWARTH & SONS LIMITED



BROOMSPRING WORKS, SHEFFIELD

TOOLS FILES SAWS &



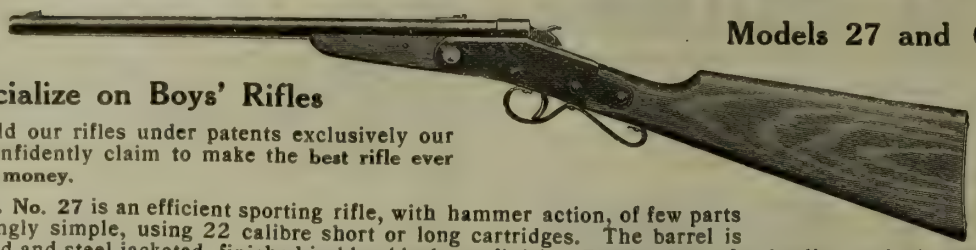
GOODS OF ABOVE BRAND SOLD BY

ALL THE LEADING HARDWARE MERCHANTS throughout the DOMINION

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.



H. Boker & Co's Pocket Knives

are sharp, keep sharp and can be sharpened. They take the keenest edge and keep it better than any other.

Best Satisfaction to Dealer and User.

FOR SALE BY LEADING WHOLESALE HARDWARE FIRMS.



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

A perfect boon

in every instance where a water closet is impracticable is THE

"DAISY"

Indoor Sanitary Earth Closet,

which will sell at sight to every dweller in the country. It is strongly made of metal, except the seat, is neat, compact and well-ventilated and s easily set up.

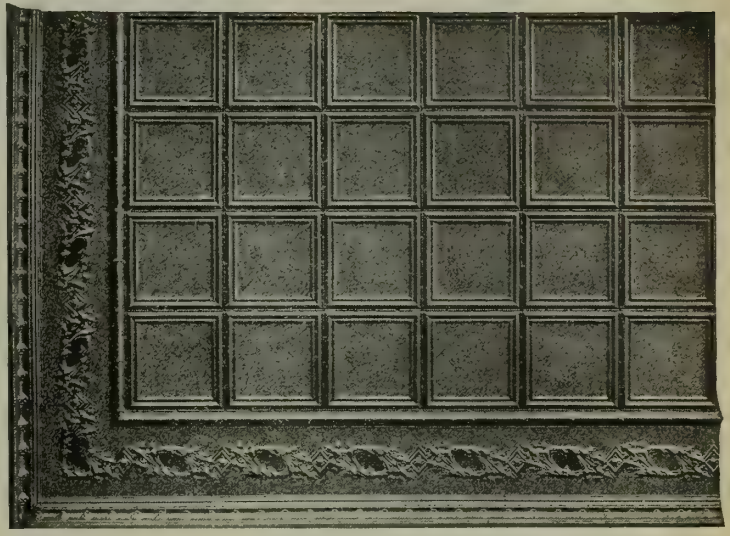
Liberal discount to the trade. Write for circular.

Price, $10.00



THE TORONTO FURNACE & CREMATORY CO.
Limited
72 KING ST. EAST - - - - TORONTO

METAL CEILINGS



Before many years Metal Ceilings will be used almost universally. This is a wonderful field for the hardware dealer Are you in line for the great development which is bound to come ?

Our artistic Classified Designs will place you beyond the reach of competition. Write for a copy of our Free Trade Catalogue.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

It is not easy

to determine what brand of Safety Razor to stock from among the large number now on the market.

But you can make no mistake if you handle our

"PIONEER"

Forged Blade Safety Razor

which has a remarkably keen blade and is the only Safety Razor made from doubly refined Sheffield Steel.

It will last for years with practically no further outlay for repairs.

You will earn the goodwill of your customers by selling them a first-class article like the "PIONEER."

Write for catalogue and prices.

Kampfe Bros., 8 to 12 Reade St. NEW YORK

Canadian Representative : A. Roy MacDougall
42 Adelaide St. W., Toronto

You might as well have first-class

Rubber Stamps

at reasonable and =Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

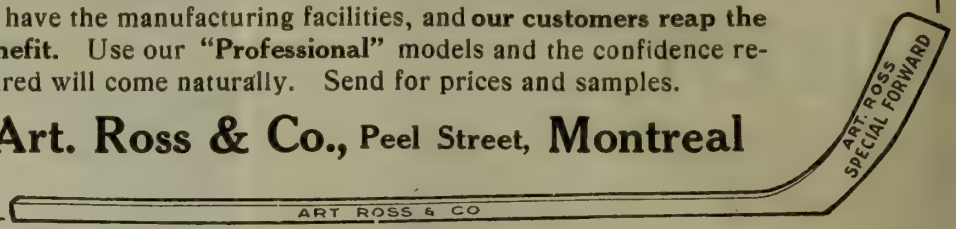
HAMILTON, ONTARIO



"Art." Ross Special Hockey Sticks

Practical experience and familiarity with all models used by players all over the continent, enable us to turn out our Special Hockey Sticks **in a class by themselves.** We know what the players want. We have the wood, we have the manufacturing facilities, and **our customers reap the benefit.** Use our **"Professional"** models and the confidence required will come naturally. Send for prices and samples.

Art. Ross & Co., Peel Street, **Montreal**



HOW TO FREE HIGH HALLS OF DUST-WEBS



Really Completed

Our new FLOOR-POLISHING and DUSTING PAD is a striking complement to the

Ideal-Duster-Mop-Stick

It attracts and GRIPS the customer on sight. When exposed in a window display it practically exclaims:—"*Here I am, see what I can do and how I do it.* Don't bother the clerk—he is busy—just watch me—I polish or dust your floors, over and under the furniture, stoves, and do all manner of stunts, saving you from climbing and stooping—take me home at 25c retail." Mop section 35c. 5½ feet extension 15c. Complete 75c.

FOR TRADE PRICES ADDRESS

TARBOX BROS., Mfrs.
TORONTO, ONT.



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and **presses the mop very dry by a gentle pressure** on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

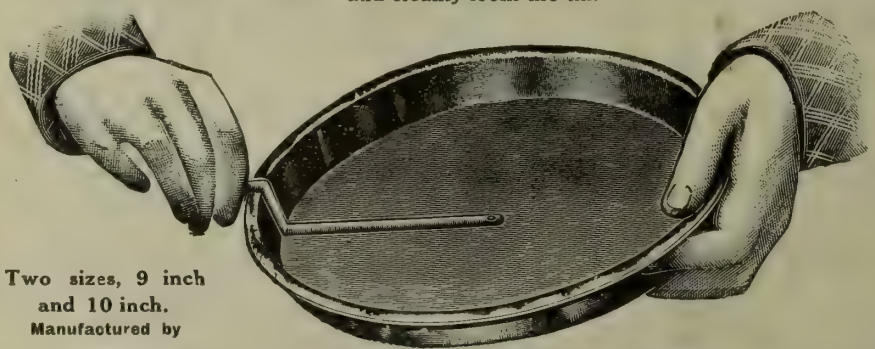
Order from your jobber or from us.

WHITE MOP WRINGER CO.
Fultonville, New York

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

A SIMPLE DEVICE

for removing cakes or jellies without breaking them. One circuit of the knife separates the cake neatly and cleanly from the tin.



Two sizes, 9 inch and 10 inch.
Manufactured by

E. T. Wright & Co., Hamilton, Can.

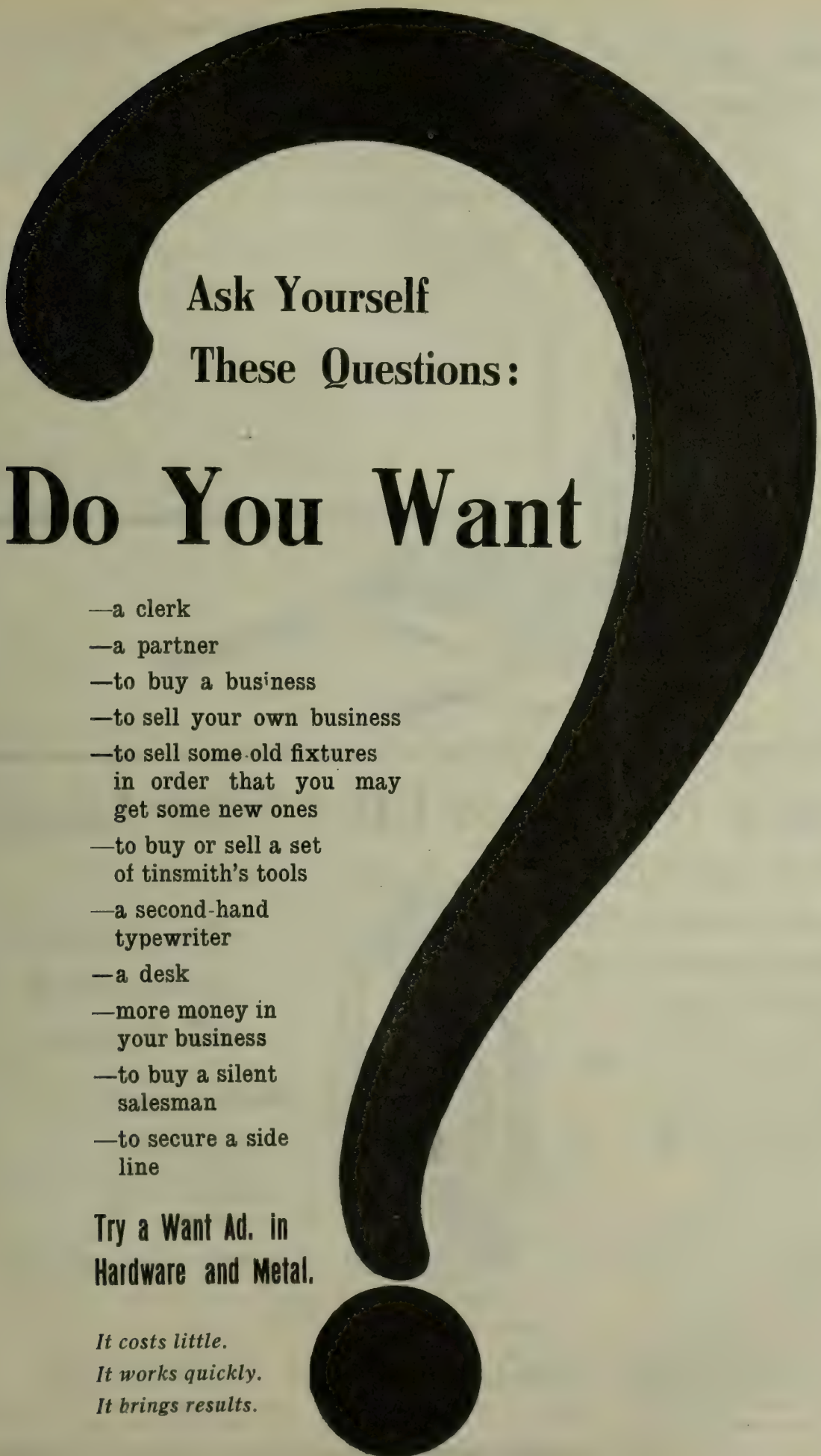
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about 100-year shingles? Shows how to get most for your money in roofing anything that's worth roofing right. Proves the saving we'll make you. News for you about shingles that last a century Get a copy. Ask nearest office.

PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

When writing to advertisers, kindly mention having seen the advertisement in this paper.



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a business

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of tinsmith's tools

—a second-hand typewriter

—a desk

—more money in your business

—to buy a silent salesman

—to secure a side line

Try a Want Ad. in Hardware and Metal.

It costs little.
It works quickly.
It brings results.

Dominion
IMPROVED & PROVED
Ammunition

WHEN a man fills his belt with ammunition he should assure himself that each cartridge is as perfect as human skill, ingenuity and careful inspection can make it.

DOMINION metallic ammunition is that kind. Made by Canadians for the whole world.

PRICES are right, goods are right. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal



Kemp's New Cold Blast 1909 Lantern

SUPPLIED IN **Bright Tin**

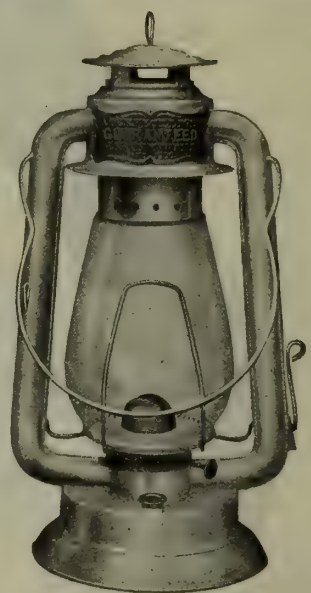
Japanned with Lacquered Founts
Japanned with Brass Founts, and
Japanned with Dash Board

All Lanterns are fitted with new extinguishing device

Can be filled, lighted, regulated and extinguished without removing the globe

Standard size for kerosene

Fount holds sufficient oil to burn nineteen hours



See Hole in Side Tube

PRICES ON APPLICATION

FITTED WITH

No. 2 Burner
1-Inch Wick
No. 2 Globe

SIDE LIFT

The simple lever or crank on the side tube raises the globe to light, and locks the globe down to burner

Packed in cases of one dozen

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Ontraio Retail Hardware Assn. Executive Meeting

Committee Meets at Toronto on Thanksgiving Day—Want to Amend Ontario Insurance Act to Allow Merchants to Organize Mutual Fire Insurance Company—Arrangements Made for Convention at London Next February—Local Association Organized at Toronto.

The members of the executive committee of the Ontario Retail Hardware and Stove Dealers' Association, met in full force at the Mossop Hotel, Toronto, on Monday, Oct. 25, the only absentee being J. Walton Peart, St. Mary's, who has just returned from a three month's visit to Kentucky, for the benefit of his health. Mr. Peart sent a letter announcing his recovery, but regretting his inability to be present. He also urged that action be taken towards organizing a hardware mutual fire insurance company.

President Brooklebank, Arthur, called the meeting to order at 1.45 p.m., the following being present : A. Ballantyne, Brantford ; M. S. Madole, Napanee ; J. R. Hambly, Barrie ; D. Cinnamon, Lindsay ; R. C. Chown, Belleville ; J. S. Weichel, Elmira ; H. P. Morgan, Peterboro ; John Caslor, treasurer, Toronto ; and Weston Wrigley, secretary, Toronto.

Good Gain in Membership.

Secretary Wrigley made a report regarding the membership, announcing that 57 new members had already been enrolled during 1909. A report was also made showing the number of new members secured by members of the Association. J. R. Hambly, leads, closely followed by John Caslor, D. Cinnamon and R. C. Chown.

Prize Offer to Travelers.

It will be remembered that a prize of a suit case was offered for the member enrolling the largest number of new members up to Feb. 1, 1910. The executive decided to duplicate this offer to travelers, the salesman enrolling the largest number of retailers (minimum of five) to be presented with a valuable suit case at the London convention.

The question of placing an organizer in the field to extend the membership was discussed, but it was decided that until a mutual insurance company is formed it would be wise to concentrate all expenditures on the work of organizing such a company. It was reported that the membership of the Pennsylvania Retail Hardware Association had increased from 94 to over 500 in one year as a result of pushing the mutual fire insurance feature amongst the members.

May Incorporate Association.

The secretary was instructed to cooperate with the secretary of the London convention entertainment committee in getting out printed matter advertising the 1910 convention.

A sample button was submitted to be worn by members the year round, but as a supply for all the members would cost a large sum it was decided that action be delayed.

The secretary was given the power to engage an assistant during the London convention, and was also instructed to gather information regarding the advisability of incorporating the association.

Arrangements for London Convention.

It was decided that the fifth annual convention of the association be held at London from Tuesday to Friday, Feb. 8, 9, 10 and 11, 1910, the business meetings to be held in the Board of Trade rooms and the exhibition in the City Hall auditorium.

The selection of hotel headquarters, rates, etc., was left in the hands of Messrs. Ballantyne, Caslor and Wrigley.

Convention Programme.

The following program for the London convention was mapped out :

Tuesday—9 a.m., meeting of executive committee ; 2 p.m., open session of convention ; reports of officers, appointment of committees, mock sale and address on salesmanship ; 8 p.m., smoking concert in Exhibit hall.

Wednesday—9 a.m., business session and question box discussion ; 2 p.m., visit to McClary foundry ; 8 p.m., question box discussion.

Thursday—9 a.m., business session, reports of committees, etc.; 2 p.m., visits to other factories ; 8 p.m., banquet.

Friday, 9 a.m.—Business session, election of officers, and executive meeting.

A Novel Mock Sale.

In connection with the programme it was decided that a representative of the Sheldon School of Salesmanship be invited to deliver an address on the opening afternoon. Before this address, however, there is to be a "mock sale" conducted as follows :

Three of the stove firms exhibiting at the convention will be asked to supply a range and name some member of the association who will represent them as salesman. (If more than three stove firms exhibit the three will be selected by lot.) Then another member of the association, a retailer handling a line of stoves not in the competition, will take the place of a buyer and just as many stove buyers look at several makes before purchasing he will examine each of the three stoves in turn, each salesman having ten or fifteen minutes in which to try to sell his range. Following this the Sheldon representative will commend and criticise points in the argument, drawing such lessons as he can from the discussion, spectators thus being able to see the "mock sale" and then have their own conclusions supplemented by the opinions of one who is a student of salesmanship and entirely impartial as to the merits of the various makes of stoves.

Question Box Discussion.

It was decided that one evening and part of one morning would be given up to a "Question Box" discussion, the marked success and keen interest displayed in this feature at previous conventions, warranting a greater amount of time being devoted to this educational discussion. A committee composed of H. P. Morgan, D. Cinnamon and J. R. Hambly, were appointed to handle this part of the program, and it was also decided to invite Frank Russill, of the Russill Hardware Co., Toronto, to lead the discussion.

Banquet Committee.

It was announced that an entertainment committee of London manufacturers and jobbers selling to the retail hardware trade was being formed, the Secretary of the Western Fair Board to act as secretary of the committee. Members of the committee had signified their desire to tender a complimentary dinner to the members of the Retail Hardware Association, and to provide other entertainment if the programme permitted.

The offer of the banquet was accepted and a committee of D. Brocklebank, A. Ballantyne, M. Weichel and Secretary Wrigley were appointed to act with the London entertainment committee in making necessary arrangements. It was decided that the London hosts be requested to reserve a supply of tickets for sale to exhibitors or travelers who desire to attend the banquet.

Badge for Convention.

Treasurer Caslor and Secretary Wrigley were appointed a committee to arrange details regarding badges for members visiting the convention, the offer of the Lufkin Rule Co., to supply these having been accepted.

Railway Rates.

The secretary was instructed to secure the most favorable railway rates obtainable to the convention.

Ordinary convention rates require the attendance of 300 or over to secure a single fare rate and if exhibitors and travelers ask for certificates this number is easily assured. In the possible event of failure, however, the executive decided to guarantee a single fare rate to all members whose single fare rate to London is $5 or over.

Trade Exhibition.

The secretary reported that the City Hall auditorium had been divided into 33 spaces, the smallest being 8x8½ feet in size. These are to be divided off by a skeleton framework 8 feet in height at the expense of the association and some general decorations also provided. Last year's exhibitors had been given first opportunity to secure spaces at $25 and $20 according to location. In response to a preliminary announcement about 20 of the 33 spaces have already been applied for.

To assist the exhibitors it is planned to provide a programme for a smoking concert in the exhibit hall on the open-

ing night (Feb. 8), the idea being to allow members to move around between the different numbers on the programme and renew acquaintances with exhibitors. Admittance to the exhibit hall is to be confined to those with badges except at such times as it is decided to admit the general public (say Wednesday night and Friday afternoon).

The secretary also suggested that the exhibitors might form a committee to work with a committee of the Retail Association. Also that the profits to be derived from the trade exhibition be used as a fund to aid in establishing a retail hardware mutual fire insurance company, which would indirectly benefit jobbers and manufacturers by making it possible for retailers to carry increased fire protection at less cost than at present.

It was further suggested that the arcade under the City Hall auditorium might be used as a "model hardware store" exhibit. London firms manufacture iron work for store fronts, plate glass, silent salesmen, arc lamps, etc., and these with cash registers, hardware shelving, cash carriers, oil pumps, etc., could be made into a good exhibit, most of which would be "made in London" goods.

The suggestions as outlined were approved by the executive and a committee of D. Brocklebank, Treasurer Caslon, R. J. Bruce, S. M. Burt and Secretary Wrigley were appointed as an exhibit committee.

Prize for Best Window.

London retailers belonging to the association will be asked to arrange special window displays during the convention, two prizes of $5 and $3 being offered for the one voted to be the best by the visiting hardwaremen. The names of local firms making displays will be announced at the convention and delegates will be asked to visit the various stores and fill in ballots expressing their first and second choice.

Address to Mr. Lariviere.

The committee appointed to prepare an address to Fred C. Lariviere, Montreal, submitted a draft address and it was approved and instructions given to have an artist put it in shape for presentation. The draft address follows:

Mr. F. C. Lariviere,
Montreal, Canada.

Dear Sir,—At a meeting of the Ontario Retail Hardware and Stove Dealers' Association, held at Montreal, on August 27th, 1909, it was decided, on motion of A. W. Humphries and J. R. Hambly, past-presidents of this association, that we make you an honorary life member of our association and express to you our sincere appreciation of the assistance you have rendered our organization by attending conventions at Toronto in 1907, and Hamilton in 1909, on each occasion giving us valuable advice on many subjects in connection with the many problems which confront every man engaged in the hardware business.

Your tireless efforts, as chairman of the reception committee, to make the visit of our excursion party to Montreal pleasant and profitable, is also fully appreciated by everyone who had the pleasure of being the guests of yourself and other Montreal hardware manufacturers and wholesalers.

It is our hope and wish that the pleasant relations existing between yourself and the members of our association will continue for many years to come, and be further cemented by your attendance at future conventions of our organization.

On behalf of the O.R.H. & S.D.A.,
D. BROCKLEBANK,
D. CINNAMON.
R. C. CHOWN.
WESTON WRIGLEY,
Committee.

Toronto, October 25, 1909.

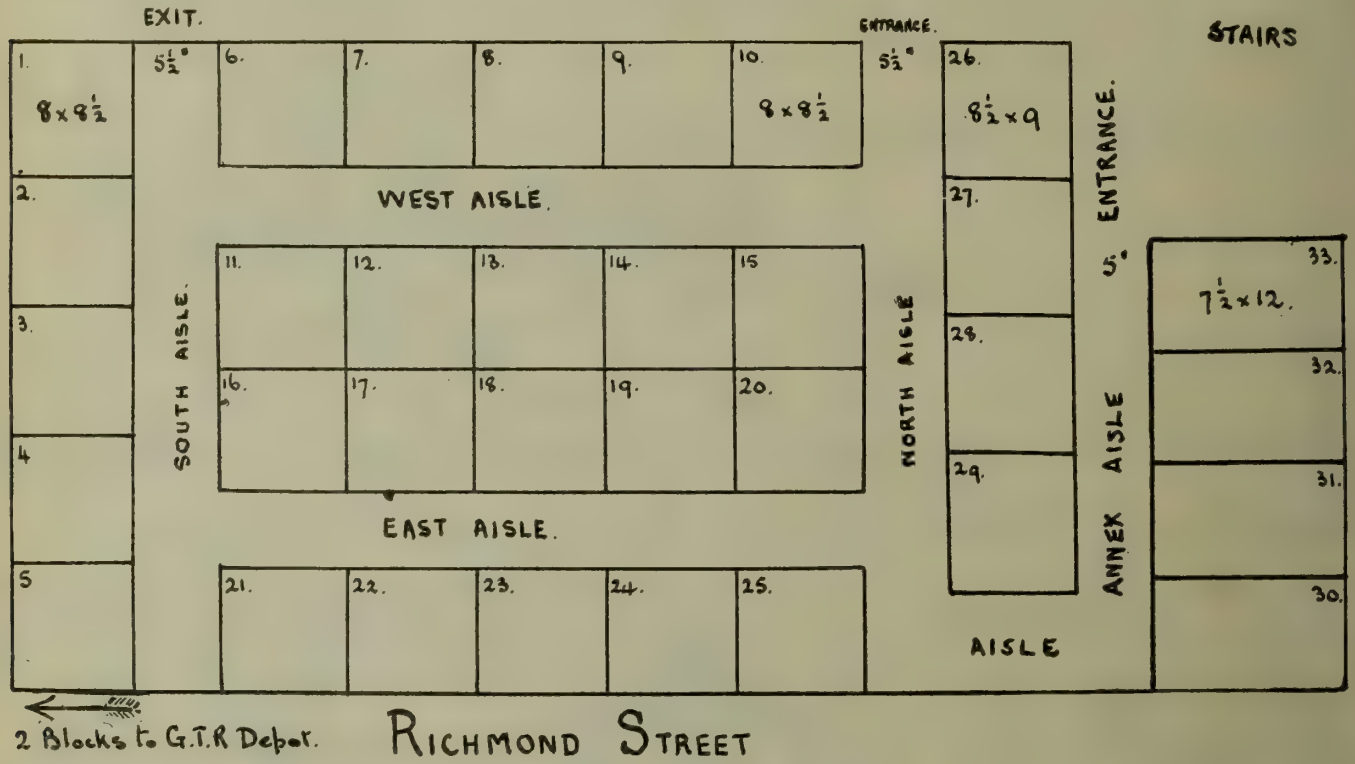
Another Life Member.

President Brocklebank stated that it had been his intention to suggest at the Montreal meeting that Col. J. B. MacLean, publisher of Hardware and Metal, be also made an honorary life member of the association, but lack of time had prevented taking up this matter. He suggested that the executive recommend such action to the London convention and the members were unanimous in approving the suggestion.

Talk on Mutual Insurance.

E. P. Heaton, manager of the insurance department of the Canadian Manufacturers' Association, and A. G. F. Lawrence, solicitor, were introduced to the members of the executive, and an hour's discussion followed regarding various aspects of the proposition of forming a retail hardware mutual fire insurance company.

Mr. Heaton said that the two mutual companies organized by the Manufacturers' Association two years ago had been remarkably successful in their operations, and already carried fire risks amounting to over $100,000,000. He further said that according to the 1908 re-



Floor Plan of Exhibition Hall (City Hall Building) at London Convention, Feb. 8, 9, 10 and 11, 1910.
Eighteen of Last Year's Exhibitors Have Already Applied for Space for Exhibits.

port the 69 farmers' mutual fire companies had carried 123,791 policies, totaling $255,000,000, and allowing two policies to each farm, 60,000 Ontario farms are protected from fire loss by policies in mutual companies. In 1908, too, the total liabilities of the 69 farmers' mutuals amounted to only $38,000, while their assets amounted to over $10,0000,000. The average rate they charge is about 1½ cents on houses and barns, and their cost of doing business is only three-fifths of a cent.

No Governments appreciate what mutual fire insurance companies are doing for the people, contained Mr. Heaton. The Ontario Insurance Act allows farmers to form mutual companies, but prohibits merchants and manufacturers from doing likewise. Exception is rightly taken by the insurance department to the cash mutual companies, which take risks promiscuously, but there can be no sane objection taken to a specialized mutual company accepting risks only from one class of trade, such as retail hardwaremen. To start such a company now a deposit of $10,000 is called for, but a specialized mercantile mutual company deserves better treatment than a cash mutual, and merchants should be placed on the same footing as farmers. The real security in a specialized mercantile mutual is not in the Government deposit, and not in the premiums, but in the mutual feature of the organization.

Mr. Lawrence here pointed out that hardware stores are usually located where fire protection exists and it is seldom that an entire loss occurs, even in the case of a large conflagration, owing to the nature of the stock carried. On the other hand, farmers seldom have fire protection, and total losses are more frequent.



SAMUEL PEARSALL, TORONTO,

Elected President of Toronto Retail Hardware Association.

Up on 1894, said Mr. Heaton, Canadian fire insurance companies were so intent on piling up fire risk liabilities that they did not scatter their risks, and subsequent conflagrations have hit Canadian companies hard. A specialized mercantile company, such as the retail hardware mutuals in the United States, cannot be hit hard by a large conflagration, as their risks are so scattered that it would be very seldom that two losses would occur in one fire. Mutual insurance tends to reduce the loss rate.

In Great Britain, continued Mr. Heaton, fire insurance has always been cheap, only about 10 per cent. of what is charged in this country, but the companies are becoming more greedy and advancing rates have forced the drapers to organize a specialized mercantile mutual company. The drapers' rates have been equal to 35 or 40 cents, this being so low that it has not been a tax upon them.

President Brocklebank stated that in Wellington county, (not including Guelph city) there are fourteen hardware stores, and in the last 25 years there had only been one fire in a hardware store. This, he contended, was a strong argument in favor of a mutual company. The first farmers' mutual had been organized in Wellington county.

It was decided that statistics be gathered as to how many Ontario hardwaremen would place risks with a mutual company organized under the auspices of the association, what the average risk would be, and figures showing the successful operation of hardware mutuals in Wisconsin, Minnesota and other states, where rebates as high as 50 per cent. are paid, insurers, besides building up large surpluses.

A committee composed of J. W. Peart (convenor), D. Brocklebank and M. Weichel, were chosen to work with the secretary in this matter, and an appropriation of $100 was placed at their disposal to cover necessary expenses.

It was also suggested that Dr. Hunter, provincial superintendent of insurance, might be secured to give an address on insurance matters at the banquet to be given at the London convention. This was left in the hands of the banquet committee.

DINNER WITH TORONTO RETAILERS.

The executive committee adjourned at 6.15 p.m. to Orr's restaurant, where the members of the executive and a fair representation of Toronto retail hardwaremen had dinner together. During the meal a discussion on general trade matters was conducted, and the men from the city and the visitors from outside points came to have a better understanding of the problems met with in each branch of hardware activity.

After the turkey and plum pudding had been disposed of, the discussion drifted onto the question of the advisability of the formation of a branch of the Ontario Retail Hardware Association in Toronto.

J. S. Willoughby, who had made a canvass of about 60 of the local retailers during the previous week, sent a report to the effect that the trade in Toronto seemed ready to support a local organization, and he suggested that officers be chosen and regular meetings held. Mr. Willoughby said he found a more friendly feeling existing amongst the hardwaremen in the eastern part of the city than in other sections, such as Queen Street West, the reason for this being, in his opinion, the existence of the Riverdale Business Men's Association, which brings all classes of merchants together for the development and common good of all interested in that section of the city. Mr. Willoughby suggested that in addition to a central organization, the merchants doing business on Yonge Street, Queen West, College and Bloor, in West Toronto, etc., could get together as local committees to promote harmony and better feeling. Reference was made to how the Ottawa hardwaremen work together by helping each other out when overloaded or short of stock.



JOSEPH HARDING, TORONTO,

Elected Secretary of Toronto Retail Hardware Association.

President Brocklebank invited all present to express themselves freely and Sam Pearsall, of George Pearsall & Son, in response, said that the trouble in the hardware trade in Toronto was not so much competition amongst themselves as the competition of departmental stores, builders' supply houses, and paint and hardware jobbing houses selling to consumers at wholesale prices.

Manufacturers' Re-sale Prices.

"I have no trouble with Mr. Burt, my neighbor, up Yonge Street, or Mr. Russill, who advertises so extensively in the daily papers—I only wish I had his business. I refuse to buy, however, from jobbers who compete with me by selling to consumers, and if by organizing a local association, we can stand together

in refusing to buy from firms who compete with us, it will be a good thing for us all. I believe, though, that the best work a local association could do would be to encourage manufacturers to establish re-sale prices on their goods and compel departmental stores and semi-jobbers to sell at the same retail prices as we do. The Atkins Saw Co. adopted this plan this year, and though I did not push their goods before, I now do it enthusiastically, as I know I am on an equality with Aikenhead's, Vokes' or Eaton's."

President Brocklebank pointed out that the Toronto retailers could rely upon the support of the trade throughout Ontario in the establishment of re-sale prices, as well as in inducing jobbing houses to confine their trade to selling to retailers and cutting out consumers.

Officers Elected.

After others had expressed themselves along similar lines, a motion was made by J. Harding and S. M. Burt, "that we form a local branch of the Ontario Retail Hardware and Stove Dealers' Association." The motion was adopted unanimously, and the following officers were then elected:

President—Samuel Pearsall, 417 Yonge Street.

Secretary—Jos. Harding, 1427 Yonge Street.

Treasurer—G. W. Mathewson, 734 Queen Street East.

Another motion was then carried that all members of the local association must be members of the provincial association, that a fee of $1 yearly be charged members of the local association, and that another meeting be called by the president and secretary in November to complete the work of organization.

Several members were then enrolled into both provincial and local associations, the latter beginning with a membership of twenty-four, there being about 100 firms in Toronto selling hardware.

An interesting feature of the evening was a revival of some of the hardware songs the members learned while on the excursion to Montreal last August.

WHAT DESTROY NEW FILES.

New files, particularly double cuts, are soon ruined when used upon the thin edges of iron castings, which become chilled and form a scale on the surface, as the strain comes wholly upon a few teeth and breaks them. This scale should be removed by pickling in a solution consisting of two parts of water to one of sulphuric acid, and the surfaces which have become chilled should be ground off before applying the file. If it is impossible or impracticable to remove the scale by pickling, an old file that has been used until it is too dull for narrow steel work may be employed; the teeth will then not be broken by the hard scale.

Business Methods of Canadian Hardwaremen

Methods of Collecting Accounts—Keping Tab on Young Married Couples—Money Made in Holiday Specialties — Novel Window Display—Swearing at Clerks.

KEEPING TAB ON NEWLY-WEDS.

Chatham, Oct. 22.—"I find it is good policy," remarked a hardwareman the other day, "to keep tab on the Newly-weds.

"Every new household represents a new market for stoves, tinware, linoleum, coal oil, plumbing, and a multitude of things that appear in every hardwareman's stock-in-trade .

"Much of this is, of course, bought beforehand, but coming events cast their shadows before them, as everyone knows, and my stenographer is quite capable of covering a goodly share of the ground in this respect. It is wonderful how one wideawake stenographer can help a business by forecasting 'interesting events' of this nature. Whenever a young man comes within hailing distance of matrimony the selling staff, myself included, seize every opportunity to quietly 'cultivate' him. Well, as a rule the young man, when he wants his stove, will call on the dealer whom he knows, in preference to a personal stranger.

"Furthermore, the name of every Newlywed is forthwith entered in my mailing list. Whatever literature regarding household good I send out is sure to reach him. Young married couples rarely inherit the business affiliations of their parents. In fact, the tendency with them is to blaze a path entirely new. Probably they think they can do better by going elsewhere. Anyway, the old 'family' hardwareman has usually a harder job holding them than his rival has in capturing them. Why this is, I don't know; but I have noticed the tendency in many cases.

"I have made that my policy throughout—to go after the new households. No matter how many 'showers' have been tendered, there is always lots of stuff to be bought in the first few weeks after they are married; and I see that my selling staff is always in a position to suggest handy devices that have just come in as well as the old, reliable household utensils. The young lady's mother may have toasted her bread on the stove lid, but I can place an up-to-date little toaster in nine cases out of ten—and in six cases out of nine I can place the twenty-five cent article in preference to one not quite so good at fifteen cents.

"There is a point I try to emphasize in dealing with young couples—that it is always cheapest to buy good goods. And, when I speak of myself I include my selling staff as well. I find, too, that other merchants have pursued the same policy, for the results show in all my dealings with the younger generation. Just point out that a device will save labor and thereby lengthen life, and a sale is half made. For instance, there is the food chopper. It is worth infinitely more than the chopping knife for the average housekeeper, because it transforms drudgery into something pretty close to pleasure. And it is the same with a host of other articles, not all of which are in the small tinware line either.

"The carpet sweeper is an instance. Curiously enough, it is easier to sell to the husband than to the wife. The average woman looks at the mere money cost; the man charges his purchase with the money spent and credits it with the infinite amount of labor saved. This one thing, the value of the labor saved, is a gospel which my salespeople have been taught to preach assiduously to every Newlywed who buys. And it is doing an incalculable lot of good, too.

"There is always a good market with newly married couples for flower seeds, garden tools, and such like. They like to see things looking nice the first year at least.

"Anyway, it is worth while to keep tab on them. Not only can a hardwareman help his business that way, but he can also do a lot to direct young people along the path of comfort and contentment." W. E. P.

METHODS OF COLLECTING ACCOUNTS.

Calgary, Oct. 21.—The first thing necessary in collecting accounrs, said a local merchant the other day, is to get a debtor interested in a debt. In order to do so a letter, short and to the point, can be written laying before him the nature of the indebtedness, in order to get him interested. Once his interest is aroused other letters can be sent, it being necessary, of course, to form an idea of the nature and personality of the debtor in question.

As a matter of fact, correspondence through the mail is merely a matter of sizing up human nature. The employe to whom is assigned the duty of collecting accounts has a highly important work, for there is a time to be severe, and a time not to be severe. The collecting work should be under the management of one who while using tact and retaining the good will of the customers can keep up the collections.

The collector should explain to each debtor that it is necessary to collect money promptly in order to conduct a business properly, but few firms can force all customers to live up to an ironclad rule regarding the time of payment and retain their trade. In some places tradesmen in excellent standing are accustomed to pay bills only at the end of thirty or sixty days. Therefore, a firm desiring to have all bills paid in thirty days, must if doing business all over the country be tactful and allow its rules to be sufficiently flexible to meet varying circumstances. Many

firms hold to the policy of writing letters the day after accounts are due, and making formal requests for payment.

In most lines of business it is advisable to introduce some manifestation of personal interest that will take away from the dunning letters all the disagreeable effects, yet retain the usefulness of the work. In the case of a hard debt, a latter might be written enclosing a statement, and stating that it was necessary to have a payment as early as possible as you have bills of your own to meet. Then follow this up by showing that you still desire patronage by speaking of a new line of goods you have just received.

If a letter of this kind brings no response, it would be well, after giving a reasonable length of time for attention, to send a second letter firmly emphasing the fact that the account has run for some time over the usual limit, and as you must have money to run your business the account should be given attention without any further delay.

Then if debtors pay no heed to such letters, a firm is certainly justified in drawing on a customer. If the customer refuses to pay, or there seems danger of losing the account by failure it is then time to act quickly and send a personal representative. As many men object seriously to drafts, this method of collecting must be used with caution. It is really difficult to lay down rules, because what holds good for one business and one class of debtors would not hold good for another, because proper action must be considered largely by the circumstances of each case.

If letters and drafts have no effect the case should be placed in the hands of an attorney who is in the employ of the firm, as experience vroves that a letter over the signature af an attorney is often all that is necessary with obstinate and indifferent debtors. In all cases the correspondence and conversation should be courteous, as very often customers become offended at a harsh or hasty demand for money and turn their patronage elsewhere.

KEEPING THE STOVES BRIGHT.

October 26.—Now that the stove season is in full swing, there is one bit of advice which the hardwareman will find it profitable to keep in mind.

It is: "Keep your stoves bright."

The season is a brisk one in most places, and stoves do not stay long on the dealer's hands, anyway. Nevertheless, attention to the apparently trifling matter of keeping them bright will help them to move faster.

The great trouble is dust. This is bound to settle on any stove or range. But a few minutes' work with a dry dust rag or other appliance every now and then will make the stove bright as new.

Dust carries with it suggestions of held-over goods and old models. When the average purchaser goes out to buy a stove, the article he has in mind is bright and new in every particular. The careless dealer who shows him a dusty stove creates an unfavorable impression, the extent of which he probably does not realize. Experienced business men can testify to the utterly disproportionate effect which little things like this have upon the business of buying and selling. W. E. P.

CHRISTMAS NOVELTIES PROFITABLE.

Brantford, Oct. 25.—Telephone City stores will make a decidedly strong bid for the Christmas novelty trade this year, following the precedent set in previous years. They cater especially to the boys and girls, being locally known as "Santa Claus" headquarters. Already they have inaugurated their pre-Christmas boom, and their windows this week show, besides a line of stoves, forming the background of the display, a fine showing of Christmas novelties, in such lines as Buster wagons, with interchangeable runners and wheels, racer automobiles, dolls' vehicles and sleighs. "We have cleared a nice margin on these lines in previous years," said Henry Yeigh, the president, "but this year we will make strenuous efforts to have the sales exceed those of former seasons. Not only as they themselves give a good profit, but they act as inducements to the older folks. Mother or father comes in for a sleigh or doll carriage, and while filling their wants in this line, suggestions are made that possibly a nice coffee percolator, or a carving set, would prove acceptable to the wife, or a good shaving outfit for the husband, and sales result in the majority of cases."

A. W.

KEEP SHOW CASES BRIGHT.

Goderich, Oct. 26.—How often do we not see a tasty, attractive display of cutlery, razors, pen knives or something of that variety spoiled to a certain extent by the fact that the showcase in which it is arranged is not up to the proper mark in point of brightness.

Perhaps the plate glass is smeared with a big patch of grease, left by a careless hand. Pehaps the trouble is merely due to a heavy coating of dust, which has been carelessly allowed to settle upon the glass, and conveys to the customer an impression of neglect, which is all the harder to eradicate from the fact that it was perfectly unintentional.

Undoubtedly, dust will settle, and just as certainly grease will now and then leave its mark upon the glass of a show case or silent salesman; but it is the work of only a moment for a skilled and careful hand to brighten things up again.

A defect less frequent but probably more far-reaching in its results is due to allowing the woodwork of the showcase or silent salesman to become scratched, worn and tarnished. The varnish cannot help wearing off in course of time, with the result that the carefully arranged display very often fails to secure all the results that it should in the way of favorable attention.

Of all men the hardwareman has the least excuse for delapidated woodwork in his store furniture. He pretty nearly always has in stock one or more good lines of furniture polish, while varnish is not too dear to be used where necessary. The cost is trifling when the results are considered.

The woodwork, however old, will always look the better for attention of this kind in the occasionally dull spells of business. In fact, it should be gone over regularly and kept in proper shape.

E. P.

SWEARING AT THE CLERK.

Ottawa, Oct. 27.—The other day I happened to go into a hardware store and observed an atmosphere of disquietude. I could not receive immediate attention, owing to some neglect exhibited on the part of the clerks, which the proprietor was rebuking.

It is hard for one to keep his ears and eys closed under such circumstances, and the result was that I heard the proprietor address some decidedly direct remarks to his head clerk and emphasize them, as he thought, by the accompaniment of unorthodox language. I could not, of course, competently judge of the justification for these words of semi-anger, but it struck me forcibly that the effect of such epithets was lost upon those to whom they were addressed. While the immediate result might have appeared satisfying, yet I am sure that the clerk who listens to such rebuke cannot but fail to admire the action of his employer in thus exhibiting his lack of self-control.

Hasty words never accomplish the purpose for which the heat of the moment prompts their usage. A few quiet but fully explanatory words will not only lead to a sympathetic action on the part of the clerk, but his sense of neglect will be all the more keen than where he is addressed as though he were not a fellow man.

Swearing is not dignified and its practice unquestionably results in the loss of estimation by one's employes, co-workers and friends.

"A soft answer turneth away wrath, but grevious words stir up anger." So words of reason assist in encouragement to the underdog. M.H.

NOVEL WINDOW AT BRANTFORD.

Brantford, Oct. 26.—T. A. Cowan, plumber, carries off the prize for the most seasonable and attractive Thanksgiving window in this city. It is a representation of a farmyard. At the rear, a row of uneven palings forms a fence. On a block of wood, bespattered with blood (vermilion paint), lies the decapitated head of a Plymouth rock hen, with the little hatchet which did the deed yet remaining on the block, gory as the Field of Flodden, after the great battle. Feathers, blood and leaves form a carpet, showing very realistically the struggles of the deceased fowl.

A. W.

How to Estimate Furnace Heating Jobs Correctly

The Basis for Success in the Furnace Business—Many Dealers Bid too Low and Then Make up Loss by Doing Inferior Work —Heating Trade Must be Built Upon a Foundation of Confidence—How a Job Should be Figured.

Errors in estimating cost of furnace work are responsible for more poor heating jobs than any other cause, according to those manufacturers who are trying to educate dealers to adopt a higher plane in accepting heating contracts.

The hot air furnace business has suffered for years because of the many poor jobs that have been installed. High-class work in hot air heating has demonstrated it to be one of the most economical and efficient methods for heating the ordinary sized dwelling. But poor jobs have destroyed the faith of many in hot air furnaces and it is taking considerable time, labor and money for manufacturers to educate their agents and consumers to appreciate hot air furnaces at their true value.

Many dealers, it seems, bid on a heating job offhand, without accurately figuring the cost. Then, realizing their error later, they do not pocket the loss themselves, which their own ignorance or carelessness has caused, but take it out of the job.

Somebody Will Lose.

A $200 heating job cannot be done for $150, without somebody losing. If the contractor does not lose the purchaser is sure to. The result is an unsatisfactory furnace that gives unsatisfactory results.

No dealer in heating apparatus can continue to do cheap work at cheap prices for long and hold the respect of his community. A hardware dealer who does not give a "square deal" on a heating job will not be trusted by his customers, and he will have destroyed the basic principle of all business success—confidence.

But if the dealer in heating apparatus takes only those contracts which are sure to pay him a good profit above the cost for the best of everything that enters into the construction of a heating system he should be able to build up a heating business that will be one of his most profitable lines.

There is little satisfaction to the dealer in taking a job at ridiculously low prices merely to keep it away from a competitor. If a city contractor visits a country town and bids on a job at a lower price than that for which the local man can afford to do the work it is best to let him have the job. Either he will lose money or the job will be so poorly done that he may never get another contract in that locality.

Bear These Facts in Mind.

Just bear these facts in mind when bidding on a heating contract:—

First, to impress upon the customer that you are not entering a competitive bid on price, but on quality.

Second, that it is better to let someone else have the job than to do it yourself at a loss.

Third, that to arrive at the cost of a heating system every item must be accurately figured, cost of labor must be computed and an adequate profit added.

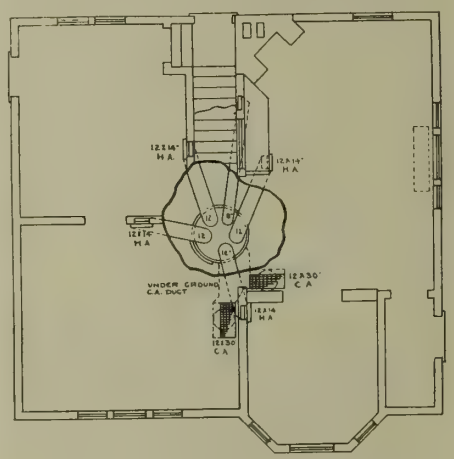


Fig. 1.—Plan of Ground Floor.

A dealer recently wrote to a well-known heating concern for plans and estimates for putting in a hot air furnace in a dwelling. In a letter the retailer stated that he had already agreed to do the job for $140.

In figuring up the job the manufacturer found that the cost for materials

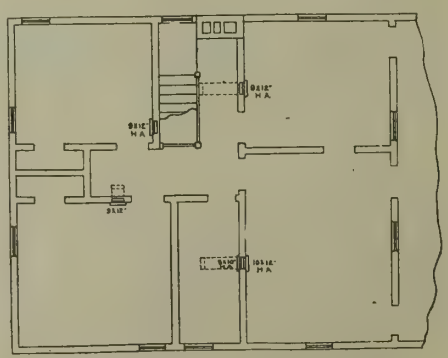


Fig. 2.—Upstairs Floor Plan.

alone would be $142.48, as shown in the table below. On top of this, labor must be figured, increasing the cost of the job about $35, and the dealer also had to pay the freight. The total of the estimate by the manufacturer was $180.55, this amount including a combination hot water coil.

On this job the dealer stood to lose about $40. His bid should have been about $225 in order to get a fairly decent profit on the work.

The following estimate shows how the dealer should have figured the material alone, that would enter into the contract for the furnace. The figures are as submitted by the manufacturer:—

	Net price.
1 No. .... furnace	$81.00
1 No. .... casing	11.20
4 12x14 side wall registers with boxes	3.00
3 9x12 side wall registers with boxes	
1 10x12 side wall registers	8.02
5 Boots	$3.57
2 12x30 faces	3.69
50 feet 3½x12 wall pipe	
3 No. .... heads for 9x12 reg.	
1 No. .... heads for 10x12 reg.	
6 No. .... elbows	7.91
4-inch round 12-inch elbows	
1-inch round 8-inch elbows	
5 casing collars	
5 hot air dampers	
25 feet 12-inch tin pipe	
10 feet 8-inch tin pipe	
15 feet 9-inch smoke pipe	
2 9-inch elbows	
1 9-inch damper	
17½ feet 18-inch galv. cold air pipe	16.59
2 galv. cold air boxes	4.00
1 roll asbestos wrapping 100 lbs at 3½c.	3.50

Methods of Instalation.

The accompanying cuts show the job that was to be installed. In regard to methods of instalation the manufacturer wrote to the dealer as follows:—

"We have your esteemed favor, with tracing of residence to be heated, and we return these sketches, also blue print of heating plant, showing what we consider the very best warm air lay-out.

"We have indicated side wall registers for all of the first floor rooms, as you will notice, and three of these are arranged to connect with wall stacks leading to chambers above. In this way only five warm air pipes are required to heat the nine rooms in the building, and, of course, a more positive circulation of the air is secured than would be possible were there nine independent basement pipes, and the fewer the basement pipes the less loss of heat by radiation in the basement.

"The register for the living room, you will notice, we have shown in front of the seat near the fireplace, as this is the only place we could find to put a side wall register. In our opinion, however, this would not be an objection, for with hot water it is very common to locate a radiator under a seat near a window. Of course, this plan would necessitate the seat being closed in front, and we could use here a regular side wall register or one having a flat surface, so as to make it come flush with the woodwork.

No Hesitancy in Guaranteeing.

"The arangement we have shown you need have no hesitancy in guaranteeing to your customer as a satisfactory operating plant and a proper proportion of heat in each room. If, however, your customer does not like the idea of putting a register under the mantel seat, you could place a radiator over by the window, as we have indicated by dotted lines, and make a floor return connection from the coil in the furnace.

"As you know the furnace we recommend is divided with an offset for a coil to heat the kitchen tank, and if your customer does not care for the kitchen tank connection you can use this offset for the coil to heat the radiator; or if your customer does not wish the kitchen tank connection you can make another independent coil attachment for the other side of the furnace to connect with the hot water radiator. It is better, generally speaking, not to connect a kitchen tank and the radiator on the same system, for the reason that with this arrangement to drain the tank would necessitate draining the radiator also.

"We have included in estimate the probable cost of a hot water connection with the radiator in living room so that if your customer thinks it advisable you will be in a position to make a proposition along that line.

Cold Air Supply.

"Now just a word with regard to the cold air supply. We have shown in our plan two 12 x 30 faces so placed as to insure a proper circulation over the layout. It is a mistake to think that the returns must be from the extreme corners of the room, and we have learned by experience that the shorter and more direct the cold air supply, the more rapid the circulation of the air, and the more even the temperature of the air in the house.

"The furnace on which we have based our estimate is large enough, we consider, to heat the house satisfactorily in the coldest weather. Of course, the wall stacks that are offset do not throw quite as much heat as the direct stacks would, but they wil warm the rooms sufficiently for sleeping purposes, if placed as shown on our plans."—Hardware Trade.

HARDWARE TRADE GOSSIP

Ontario.

J. R. McMillan, Guelph, spent Thanksgiving Day in Toronto.

G. H. Pratt, hardwareman, Bothwell, has sold his business to Dent Bros.

James Chalmers' stock of Hardware at St. Mary's was sold to J. M. Adam.

The McClary Mfg. Co., London, contemplate engaging a trained nurse for the care of sick and injured employees.

George T. Pepall, sales manager of M. & L. Samuel, Benjamin & Co., Toronto, suffered a severe loss on Oct. 23, by the death of his only child, a boy nearly two and a half years old.

Chas. Burke, an employee of the Belleville Iron and Horseshoe Co., Belleville, while engaged at feeding old tires into a rolling machine, slipped and fell into the machine and was instantly crushed to death.

J. Rumball, Niagara Falls South, states that the one sale referred to as being made by him after he sold his business at Harrow, and on which an attempt was made to secure damages, amounted to only $15, not $1,500 as stated.

Justice Britton issued an order at Osgoode Hall, Toronto, to wind up the Canadian Smallwares Co., of St. Mary's, manufacturers of safety pins, buckles and small metal objects. E. R. Clarkson was appointed interim liquidator.

Mr. and Mrs. Landreth, Stratford, have left for the west to join their son John, who left some time ago to take over a large hardware and tinsmithing business purchased by him during his tour in the west last summer.

Miss Edythe Birge, daughter of Cyrus A Birge, president of the Canada Screw Co., Hamilton, was married on Wednesday last to Lieut. John J. MacKay, of Tyrrell & MacKay, surveyors and civil engineers, Hamilton.

Alex. Lowry, formerly with the Burk's Falls Hardware Co., called at Hardware and Metal's Toronto office on Tuesday. Mr. Lowry has been prospecting near Gow Ganda all summer and has staked several claims. He says J. E. Moseley, formerly of Huntsville, is doing a good hardware business in the silver city in the bush.

Quebec.

Jos. Laberge, tinsmith at Ange Gardieu, is dead.

Wilson & Deacon, tinsmiths, Lachute, have dissolved.

J. B. Damour, Ste. Philomene, Que., has been staying in Montreal.

The assets of M. Burel, tinsmith, Beloeil, were sold on October 27.

A. Lemieux, Henryville, Que., has been a caller on the Montreal hardware trade.

Joseph Bouchard, of St. Hyacinthe, Que., has been on a business trip to Montreal.

H. L. Fenerty, of the Halifax Shovel Co., has been on a business trip to Montreal.

J. L. Bourgon, St. Telesphore, Que., has been a caller on the Montreal hardware trade.

T. H. Jordon, of A. C. Leslie & Co., Montreal, is on an extended business trip to western points.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, is away from business owing to a severe attack of pneumonia.

W. J. Stairs, of William Stairs, Son, & Morrow, Halifax, and G. S. Stairs, Eric Stairs and Miss Stairs have been staying in Montreal.

David Ouimet, master plumber of Craig Street West, Montreal, died on Monday after a few hours' illness. He was in business for 30 years.

Irving Smith, formerly vice-president of the R. E. T. Pringle Company, Montreal, is setting up in business in Montreal in electrical apparatus and supply lines.

John Lovell Caverhill, formerly of Montreal, a cousin of George Caverhill, of Caverhill, Learmont & Co., Montreal, was killed at Suffern Station, N.Y., while attempting to catch another train going in an opposite direction.

Coulson & Blaikie, manufacturers' agents, Montreal, are dissolving partnership on the first of the month. Mr. Coulson is taking over Mr. Blaikie's interests and intends carrying on the business. Mr. Blaikie is to rejoin the Dominion Wire Co.'s staff, calling on his old customers in Montreal city.

Arno A Bittues, managing director of the Gillette Safety Razor Co., was presented with a traveling bag and kit case on the occasion of his birthday last week by the office and factory staffs.

West.

Chaloner & Fitzgerald, hardwaremen, Grandview, Man., have dissolved.

The Cunningham Hardware Co., Vancouver, have the heating contract in the new houses being erected there by C. E. Tisdall.

Louie Kiel, of Davidson, Sask., will open up a hardware store about 20 miles from Kindersly, Sask., on the Goose Lake section of the C.N.R. There is no townsite as yet there, but Louie says there will be. Until he can erect a store he will conduct his business under a canvas tent.

Maritime.

The Gordon Nail Works will remove from St. John to Coldwater, where a new plant will be erected.

Major John James Gordon, proprietor of the Gordon Nail Works, St. John, was married last week to Miss Elizabeth Quartermain, of Oxford, England.

Charles S. Wilcox, M.P.P., for Hants County, N. S., and leader of the Opposition in the Nova Scotia Legislature, died at the Payzant Memorial Hospital, Windsor, N. S,, on October 11. Mr. Wilcox conducted a successful hardware business at Windsor.

What To Do in November

Artistic Touches Tend to Make a Window—New Subject for a Winter Window Design, a "Comfort" display—A Great Point in Christmas is to Have the Stock on Hand Early.

With the coming of November the hardware merchant should commence to display his winter lines, and to give to his windows that seasonable appearance, which is expected and looked forward to at this time of the year. October, being one of the "between" months, is rather a difficult period for attractive yet appropriate display, but there need be no difficulty so far as November is concerned. It is a good plan for merchants to make their windows reflect the character of the season, not only by the goods they are displaying, but by the general get up of the design. The articles by themselves do not always give the fullest impression. Often one sees a window of skates and similar lines, and yet the display does not seem to convey any real idea of winter or of the enjoyment of the sports concerned. The little touches necessary to make the window seem "alive" and full of the spirit of the times are absent. It is very easy for a merchant in setting his windows to use a little decoration to stimulate the interest of the observers. Just as gardeners' tools are improved by some artificial foliage and other green stuff, so skates, cow ties, horse blankets, or whatever it may be can be improved by the suggestion of ice or snow. It is the little artistic touches, which tend to make a window.

Lines to Display.

During the month the merchant should display his horse blankets, cow ties, lumbermen's tools, lanterns, sleigh bells, weather strip, snow shovels, skates, snowshoes, toboggans, sleighs, and hockey sticks.

Many merchants neglect to push their glass, putty, and paint for the restoration of the storm windows. At one time this was a very important part of the early November trade, but in recent years the demand has gone by unstimulated. A lot of glass, paint and putty could be sold if the lines were pushed well. Many a disreputable storm window is put up because the householder, not being provided with the articles to renovate them, is not inclined to put off the unpleasant operation of fixing the windows in their places. The merchant could run a display showing paint, putty and glass, along with stepladders, window cleaners, mops, pails, etc., and exhibit cards calling attention to the fact that a house with shabby storm windows is spoiled in appearance, and that the glass itself, unless well fixed, is always liable to come out of the frame and inflict on some one a serious injury.

Stoves, ranges, oil cookers and heaters should be brought into prominence. These articles are too often allowed to sell themselves. They are left at the back of the store, and unless a customer is really in dire need, a sale is not stimulated in any way. But there are many people already posessing a stove, range, or oil heater, who could easily be persuaded to replace the article they already have with one possessing more up-to-date features. Oil and spirit heaters, for instance, are extremely useful in a variety of ways, and many customers by being prompted to buy would find that they had been wanting such an article for a long time, although they were not aware of the fact. Why these articles should not be more strongly pushed is puzzling. Just like other articles they need a salesmanship.

Winter Comfort Window.

It has been suggested that a good window could be made of winter "comfort." It is not always easy to think out fresh designs, especially to the merchant who has accustomed his community to look forward to something novel from him at different times "comfort" window, therefore, has the advantage of being novel and atractive, and yet at the same time a good seller.

With the long winter days before them, customers would be very responsive to a window showing those goods, which so materially assist in making the house warm and comfortable. At the first blush the number of articles coming under this head may seem somewhat small, but this is not the case. In the ranges, oil and spirit heaters, different designs of gas fires, weather strip, various forms of electric, gas and oil reading lamps, curtain rods, screens, ash sifters, pokers, coal hods, and so on.

Going a step further, the merchant could fit up a mantel grate at one side of the window, with a small table near by, on which could be displayed a lamp, coffee percolator, etc. The other articles named could be placed around. With the aid of curtains and screens a very cosy little room could be designed, and at night time, with the help of a red light in the grate and a light in the lamp, the merchant could have a most effective window. This "comfort" window is worth following up.

The Christmas Campaign.

While meeting his current demand the hardware merchant should, this month, map out his programme for his Christmas campaign. If he has not already ordered his goods he should lose no time in doing so. The great secret of securing the best of the holiday trade is to be in time with the display. Customers should not be left to pick out their presents from other stores, only to find them saying afterward, "If we had only known you were going to have such articles, we would have waited." You have just what we wanted, but we did not think we could get them here, and we have already bought."

Even before the merchant displays his goods he should let the district know that he is going to have a special and comprehensive stock on show. He should create curiosity, so that no one will be tempted to buy elsewhere before the stock of the hardware merchant is seen.

It is a good plan to advise customers that they can have their goods stored until wanted. This will encourage an early visit from those who like to have first pick, and also set the stream of customers flowing. The merchant, to do this must have his goods on time, and therefore before the month is through the major portion, if not all of the stuff, should be in the store. Those who have already ordered their lines should go carefully over the list to see that all the stock is complete.

There is another great point in ordering early, and that is the delivery of the goods is rendered more certain. Early delivery is especially essential in these lines, that are not staple ones, but are simply being carried for the Christmas trade. The merchant has no desire to add to his dead stock, and be compelled, owing to late delivery, to wait until next year, before he can hope to get rid of fancy lines. With the higher grade cutlery and silverware, too, if there is a very heavy demand, there is always a chance that the jobbers may not be able to make prompt delivery. Therefore it is imperative to order early, and if those who are in the habit of waiting for any particular traveler find that he is not coming round in good time, they should send the order to the house. The great point, once more, in the holiday trade is to have the goods on hand, and to let customers know what you intend doing.

Value of Illumination.

With the holiday displays close at hand this is a good time to point out the value of proper illumination for windows. Much of the value of a good display depends upon the manner in which the window is lighted, and the effect of many a good display has been largely lost, because of poor lighting. There is something particularly attractive about a handsome display brilliantly lighted up and looking cheerful, up-to-date, and prosperous, and this is especially the case at Christmas, when illumination is everything.

It can be seen from the foregoing that the hardware merchant has a pretty busy month in front of him. Not only has he to attend to, and to stimulate his ordinary trade, but he has to prepare for, and to plan out, his Christmas campaign. It must not be forgotten that the more thoroughly this is done, and the more attention that is paid to every little point, the better the chance of making a great success of the Christmas venture.

Suggestion for Advertising Christmas Goods

Pays to Begin Early—Samples of Effective Booklet Covers and Holiday Advertisements—A Revolving Shelf Window Display.

ABOUT HOLIDAY ADVERTISING.

Merchants who have learned the rules of holiday selling know that it pays to begin early and increase the push and



Cover Design for Holiday Booklet.

effort as Christmas approaches. Don't, however, give all your advertising and



Holiday Ad. That Sold Goods.

window and store display to small toys and fancy, expensive goods, but devote a fair share of both to low and medium-priced articles of everyday use, which have a ready sale at this season, and which somebody else will sell if you don't.

A look through your varied stock will suggest many things that can be utilized and advertised as profitable holiday sellers. There's a hint, too, for you who supply seasonable necessities such as fine goods, table cutlery, kitchen furnishings, stoves, ranges, etc. Harp strongly on the good sense shown in buying and giving useful things; on how much more such articles are appreciated.

In your early talk and advertising to the public you should aim to point out the advantages of early holiday buying, the benefit of making selections from a complete holiday stock, and before the crowds make choosing and holiday buying more difficult and tiresome.

Offering to lay goods aside on payment of a small deposit, for delivery at the customer's convenience, and to exchange such goods as can be exchanged without injustice to yourself or to other customers, if returned in good order and within a reasonable time, often lead to good and profitable sales that might otherwise hang fire and never materialize. Very often when goods are in this way brought to their attention you will find many of your customers will purchase or speak for a holiday article, make a deposit and ask you to lay it away until Christmas or such time as they may desire it.

Finally, see that the holiday spirit of helpfulness and good cheer is properly infused throughout your store and selling force. Do everything you can to make holiday buying easier and more satisfactory at your store than at any other store in your town. By all means keep up to date. Better be a little early than to be late. Add such new holiday lines as you consider salable and keep all the old lines. Keep your store clean and cheerful, a fit place for any lady to do her holiday shopping.

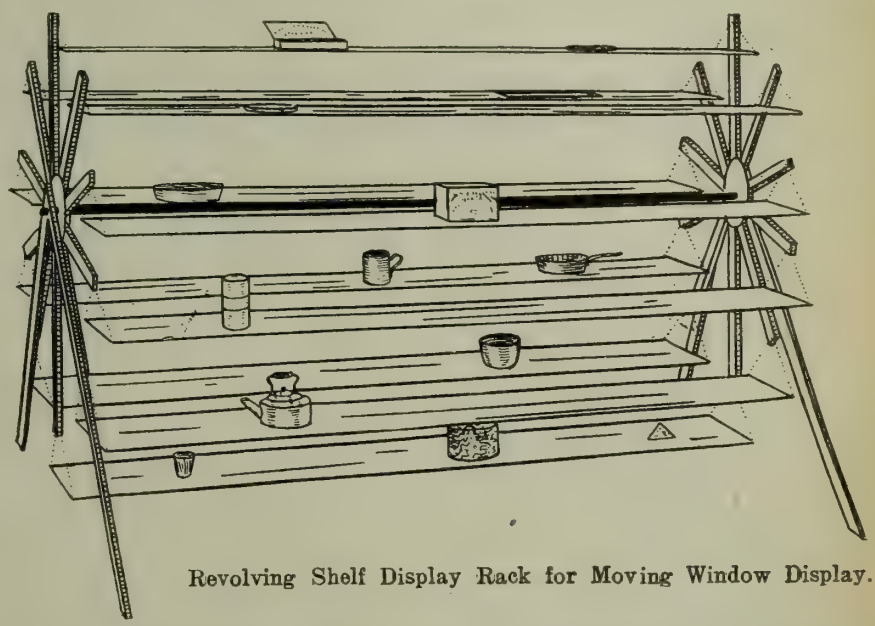
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A REVOLVING SHELF DISPLAY RACK.

The accompanying illustration shows a revolving shelf rack, adapted for either a small or large window.

The mechanism for turning it consists of an ordinary electric motor connected under the floor of the window and connected to the pulley wheel on shaft by a leather belt. The adjustment should be such that the large wheels carrying the shelves should revolve very slowly. Brass plumbers' chain is used to support the shelves. To the persons looking in the window, the shelves then rise gradually to the level of their eyes, and as slowly disappear behind the mandrel.

There is a fascination about the device that draws people to the window.



Revolving Shelf Display Rack for Moving Window Display.

One reason may be that anything in motion is attractive, but another is that with the shelves full of small articles, one has to be a close observer to take them all in before they are carried past the range of vision.

Another way to use the device is to cut out a space a little wider and longer than the shelves at front and back of window flooring then suspend the floor of the window as a wide shelf to the revolving axle by chain and hooks thrown over the axle. The shelves will then have the appearance of coming up through the floor of the window.

In using this device, or, in fact, any window idea that is at all out of the ordinary, much of the advertising effect is lost if the name of the house using the device is not clinched in the observers' mind as firmly as the device itself. Be sure, therefore, to have your firm name stand out clear on the window or on some card bearing some such phrase as "Buy it at Brown's."

HARDWARE AND METAL

Established . . . 1886

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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ENFORCEMENT POSTPONED.

As a result of the conference which took place last week between the deputation opposing the passing of the Extra-Provincial Corporations Act, in Manitoba, and four members of the provincial cabinet, the brokers were assured that the Act would not go into effect on November 1 next, as intended.

The matter was not discussed at any length until the members of the Government were quite willing to concede to the request of the deputation to have the date of the enforcement postponed until satisfactory alterations have been made. The arguments presented against the Act, recently published in Hardware and Metal, appealed to the ministers, and the necessity for a delay in the enforcement, as well as a change in the reading was quite evident to them. The four organizations composing the delegation were: The Board of Trade, the Winnipeg Grain Exchange, the Manufacturers' Association, and the Manufacturers' Agents of Winnipeg.

ABOUT BUYING BINDER TWINE.

In Hardware and Metal of October 2, letters were published from two representative Ontario retail hardwaremen, outlining existing evils in binder twine retailing which have made this class of business so unsatisfactory that some retailers have practically discontinued making any effort to sell twine in opposition to the numerous agents selling this line.

Desiring to secure the opinions of binder twine manufacturers on this question, Hardware and Metal wrote all Canadian manufacturers selling to the hardware trade asking their advice as to how to meet and overcome the evils complained about. Only one reply, however, was received and it is reproduced herewith :

Editor Hardware and Metal,—"We have your favor of Oct. 12th, and have read with interest the correspondence in your September and October publications, in regard to improving selling conditions of Binder Twine.

"It is difficult to place the whole blame of existing unsatisfactory Binder Twine conditions on any one class of distributors, whether manufactuter, jobber or dealer. The dealer will demand everything he can think of, to make his purchase as low as possible ; the middleman, or jobber, like the manufacturer, will offer everything possible to secure contracts. We feel, with the Canadian market open to the world's competition and prison-made Binder Twine, that many difficulties present themselves in establishing any uniform terms. Values, of course, are governed by the evenness and the quality of material supplied.

"The writer spent some time, trying to have the largest and most reputable twine manufacturers agree to the improving of selling conditions, but the manufacturers are as alarmed about losing business as those to whom they sell their twine, so no great benefit resulted.

"The points your publication refer to are those we have advised : to sell a firm only what they can dispose of, it being understood that it is an outright purchase, and the manufacturer will not accept return of any unsold portion. If all manufacturers adhered to this it would be one of the best remedies for the present evils."

Consumers Cordage Co. Ltd.
W. A. C. Hamilton.

HOLDING CUSTOMERS.

Can you think of any farmer in your locality who has suddenly ceased his visits to your store? Can you think of a reason why he should cease buying your paints? If you cannot you should make it your business to find a reason.

The merchant himself or one of his clerks should take a day or two off some time and make a trip out through the country.

Every successful merchant knows that it is not half so hard to bring new customers to the store as it is to hold the regular trade. He should do all in his power to build up a big list of permanent customers.

One of the brightest sales managers in the country once said: "There is one man who knows a lot about your business and doesn't charge anything for imparting his knowledge. That fellow is the user of your article."

The man who is pleased with your merchandise is generally willing to speak well of it. The man who is displeased with it is just as willing to condemn it. Are your goods talking for or against you?

COLLECTING ACCOUNTS.

Just now the farmers of the country are realizing on their crops and therefore the present is a favorable time for merchants to look after their country accounts. The crops are rapidly being turned into money so there is no doubt that the farmers have the wherewithal to settle those accounts which they may have contracted during the summer season when money was rather scarce.

While the farmers who are on your books may be fully responsible for the amounts of the accounts, yet these accounts can be of no benefit whatever unless you get them taken off the books and place the cash in the drawer.

Merchants know that a tendency exists among farmers to delay the payment of their accounts until they have realized on the bulk of the season's crops. But this should not prevent any merchant from waiting for his money any longer than the time necessary for farmers to obtain enough to liquidate their indebtedness. You should not delay until the end of the year when the account has grown considerably larger and when it is more difficult to meet.

Establishing a system to protect yourself against bad debts is probably of greater importance than following up accounts properly. Be careful always when opening a new account. Where an asosciation has a protective system in vogue, it has something substantial to work upon.

A method now used extensively in the smaller places in the United States is that of having on hand a printed form to be filled out and signed by each applicant for credit.

This printed form contains the full name, present and past address of the applicant, where he is employed, whether married or single, the amount of credit which he expects to require and the terms upon which he proposes to settle. Every applicant for credit is asked to fill out and sign one of these forms before an account is opened with him and the man who refuses to fill out such a form, in all probability is not a desirable customer. On the other hand, the man who fills out the form, representing himself to be in better financial condition than he really is, can, if he fails to settle as agreed upon, be proceeded against for obtaining goods under false pretences.

THE TRAVELER AND THE CLERK.

A wise traveler will cultivate the acquaintance of the clerks in the stores on which he calls. It is to his own direct advantage and to the advantage of the house for whom he works, to do so.

The letter which follows written by a traveler for Holbrooks, Limited, to his firm illustrates the necessity of treating clerks courteously :

> "I called upon a grocer this afternoon, and after a pleasant business chat, secured an order for two cases of Holbrook's Sauce. After thanking him for his order, and giving him a sample for his own use, I turned my attention to the clerks, gave them a sample each, told them what we were doing, and asked them for their co-operation. After I got through, the grocer called me back, and said that he was very pleased to see his clerks recognized by a salesman. He said, "I am the proprietor of this store, but I am no use to you apart from giving you an order. My clerks are the men who will sell your goods for you.
>
> He recalled an incident that happened during the time that he was a clerk in a retail store. A traveler used to come in and ask him in a gruff manner if the proprietor was in. He said that this traveler never had a pleasant word for him, because he supposed he was only the clerk, and naturally felt hurt about it. "To-day," he said, "I have a store of my own, and have a good business, and this same traveler wonders why I never give him an order."

This represents the effect that the lack of courtesy has upon clerks. It means that less interest will be taken by the salesmen behind the counters in the goods sold by travelers and is bound to have a bad effect when these clerks become proprietors themselves.

POOR SALESMANSHIP.

A richly dressed woman entered a Toronto store recently and asked one of the clerks to show her a chafing dish, to which the clerk responded, "about how much did you want to pay for a chafing dish, Madam ?"

"That doesn't make any difference," curtly retorted the lady, with a toss of the head.

How often we find clerks asking prospective customers, "how much did you want to pay ?"

Unquestionably it would greatly facilitate the clerk's labors if he or she knew about how much the customer cared to invest. But cannot this usually be found out without asking the abrupt question ? And does the customer always know before looking at the goods just what she does want to invest ? And if she does know, does she care to tell ?

Evidently in the case cited, the customer very strongly objected to telling, and really felt that it was something of an insult to be asked such a question, presuming that the clerk would suppose that the price cut little figure with her, just so she was suited.

NEW ERA IN GRAND TRUNK AFFAIRS.

The importance of the change in the presidency of the Grand Trunk Railway, does not lie in the mere fact that Chas. M. Hays succeeds Sir Rivers-Wilson, but in the fact that it marks a distinctly new era in the administrative affairs of the railway.

Of all the great railway systems on this continent the administration of that of the Grand Trunk Railway has probably been the most unsuccessful, in spite of the fact that it ran though the oldest and best settled parts of Canada. The cause of this was unquestionably the fact that the executive head resided in Great Britain and not in Canada.

To be compelled to signal across the ocean before any important move could be made was not conducive either to the interests of the bond holders in Great Britain or those of the business men and others in Canada who were concerned in the Grand Trunk System. There has been a decided improvement of late years in this respect, but the best results certainly could not be obtained with the executive head 3,000 miles away, and who only came to Canada at periods of long intervals.

No ordinary business could be successfully run under such conditions, and a railway is just as much a business enterprise as that which sells merchandise.

Under the new order of things we may shortly expect something doing. Mr. Hays is a man who does things and knows what a railway should be in order to render efficient service to its clients, earn dividends for its shareholders, and interest for its bond holders.

It is to be hoped that under the new order of things benefits will accrue to all concerned : to the business men in Canada and to the bondholders and shareholders of the company.

The directors of the Grand Trunk are to be congratulated on at last having eyes with which they can see.

A little hot water will remove caked powder better than anything else. never use oil on a barrel of this kind until you have removed the caked powder with hot water. If hot water will not remove it then your rifle will have to go to the factory.

PRIZES FOR HOLIDAY ADS. AND WINDOW DISPLAYS

To encourage a greater interest in holiday advertising by special Christmas displays, Hardware and Metal again offers prizes for a Holiday Window Dressing Contest. Contestants will be divided into two classes.

For the best selling window display shown in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In each case there will be three prizes as follows: 1st, $5 in cash; 2nd and 3rd, copies of "Hardware Window Dressing" (cloth bound, $2.50,—making in all six prizes totalling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

Most hardware merchants use increased newspaper space during the the Christmas season to boom holiday trade. We want copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. A prize of $5 cash is offered for the best newspaper advertisement as described.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries should be mailed not later than December 31.

Another prize of $5 cash will be awarded to the merchant or clerk sending the best holiday booklet advertising holiday gifts purchasable in his hardware store. With the ad. or booklet send a description of any special selling plans or display features used during the holiday season.

Address : "The Editor," Hardware and Metal, 10 Front Street East, Toronto.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Sash Cords—Now 32½c.

Toronto.

Cotton Goods—Up about 5 per cent.
Pipe Cutters—Advance 10 per cent.

MONTREAL.

October 29.—No changes have been announced in jobbing prices, although copper is much weaker in tone, and a continuance of the depression in the primary markets will bring about a decline here. Tin showed signs of sagging but pulled up towards the end of the week. There is no doubt that but for the strong consuming demand local figures would have more closely followed the primary markets. Jobbers report plenty of orders, and the general opinion is that business is excellent. No stocks are being accumulated by the smaller users, although of course the larger interests, especially locally, are putting in good stocks for the winter, as the close of navigation means so much to them in freightage.

Heavy consignments are arriving weekly at the port, and orders are being distributed as quickly as possible. Trade in sheets is very good, and booking in these lines extend far into next year. Spelter is a strong seller. Iron and steel show no abatement in development, and great activity in Canadian furnaces and mills are reported. The firm tone of iron and steel across the border is doing much to keep up the strength of the other metals. For the time being the primary spelter markets are creating great attention. Quotations in the States are now very high, and rumors of a corner are being circulated. But a few cents separate the home price and the price at which English spelter can be laid down in New York despite the high price of the metal in the Old Country.

PIG IRON—There is a good tone to pig iron and steel and Canadian furnaces and mills report heavy business at firm prices. Large consignments of pig iron continue to arrive at the port, and prices hold firm despite a break in Cleveland warrants. The United States markets continue to shows less activity which is looked upon with relief as it allows furnaces and mills to digest the orders that have been accumulating. Steel producers seems to be fully sold up, and it is reported that not only are the Steel Corporation mills operating at full capacity, but that in many lines they are booked eight months ahead. Pig iron has also adopted a more sedate movement, but the steady buying movement continues all over the country. With iron stocks much heavier than they were at this time last year, Cleveland warrants are quoted at 51 shillings and three pence, a decline of six pence over last figures. It is probable that the advance in the Bank of England rate had something to do with this decline.

COPPER — Copper has not been changed this week, and local jobbing prices continue around 14c, with of course shading for good lots. But for the stronger trade showing, the weakness in the primary markets would undoubtedly have affected prices, and it must do so unless an improvement takes place in New York. London has entirely gone back on the New York copper market. The advance in the Bank of England rate was a hard hit at speculators, and with the heavy stocks that are being carried the situation is far from being strong. In the circumstances New York had to decline with London, and the situation is not a very bright one at present. Production is away ahead of consumption, and although heavy exportations still continue from New York the stocks will now cost more to carry. It would be safer if the copper remained in New York. With other mines, Granby has been turning out copper as fast as it can, and last week it made a new record for the year by sending out 27,573 tons, making 808 850 tons for the year to date.

TIN — Despite fluctuations in the primary markets, tin has been unchanged, and quotations for jobbing lots are still at 32½c. Business has been very good, and there is a firm tone to the market. As in the case of copper the advance in the Bank of England rate made the tin market weak in London, but the metal is in a better position than copper, and recovery is much more easy. With the demand for tin plate so good in the States conditions are favorab'e for a stronger market in the raw material.

SPELTER—Spelter is unchanged at $5.75, and good trade is reported. For the moment great interest is centered in the U.S. spelter market where high prices are giving belief to the report that a corner has been brought about. The high prices ruling have cut off what Canadian trade the United States usually gets, while the home price is now but a few cents cheaper than the price at which English spelter can be laid down. Spelter generally is under very strong control, and the development in iron and steel has greatly helped the metal.

LEAD—Lead is unchanged at $3.60 with Trail at $3.50. Buying shows improvements. The English market has been slowly sagging, and prices are now around those obtaining at the beginning of the month. There is too much metal in sight for consumption, and the exportations of heavy quantities from Australia is not improving the situation.

TORONTO.

October 29.—There is a considerable volume of business being done by the local houses, but with the exception of iron and steel and spelter the metals are rather disappointing. Copper, tin and lead are unsteady. Immense quantities of ore from the Lake Superior region are being sent down to Pennsylvania and the east this fall, and this has helped the Canadian metal and ore situation at Port Arthur and the Soo.

Spelter has advanced 25 cents a hundred locally and the market is strong. Manufactured iron and steel goods are advancing at the rate of one line at least per week. Recently pipes increased in value and this week pipe tools are going up. Rods and wire are holding firm at their new prices and good trading is being done in them.

PIG IRON—Trading continues very good and orders are breaking into the year 1910, booking and inquiry for the first half of next year being quite active. no advance has been noted now for the past fortnight, but almost daily a perceptible firmer tone is abroad. Midland is at $22; Hamilton about the same; Clarence, $21; Summerlee, $23; Cleveland, $21.75. Immediate delivery is impossible, even manufacturers who are getting supplies under contract are experiencing difficulty in getting sufficient pig iron for their needs.

SPELTER — This metal in common with demand for sheets and plates, is going out in splendid sales. Under a steady market all summer the quotations have advanced 25 cents a hundred, the local price now being $6. Sheet zinc, too, has advanced at the same rate, 5-cwt. casks being now $6.75 and part casks $7.

COPPER—The volume of business just now is at a normal level, but being unsteady the local situation is somewhat disappointing. The Toronto quotation is unchanged—14c for lake and 14½c for casting ingots. Supplies are amp'e, present stocks on hand all over Canada and the United States sufficing for two months, without any production going on. More copper is going into use every day, however, and some buyers are cautiously anticipating their requirements. Brass founders and manufacturers all over the country report heavy orders for brass goods.

SHEETS AND PLATES—These two lines remain around the high water mark in trade. The volume of business done this year is reported to have been simply enormous. New uses are being found for both black sheets and galvanized sheets, and where formerly box lots were sold carlots are not infrequent.

LEAD—While trading is fairly active there is some unsteadiness to the lead situation. The quotations remain at $3.65 for imported, and $3.55 for domestic.

TIN—This metal is in about the same position as is lead. Moderate business is being done at 32½c, last week's figure.

OLD MATERIALS — Iron and steel continue to carry the old metal market. The other lines are active and strong,

but iron and steel figure in the volume of trading passing. Dealers are paying for: Heavy copper wire, 11¼c; copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

October 29.—The markets have been without any particular feature this week, with the exception of an advance in sash cords which are now at 32½c. The excitement over the nail and wire changes has subsided, and now the prophets are selecting the next item to advance. There is a firm tone all the way round, and there is little doubt that merchants will before long be paying much higher prices on most lines. Cotton rope, cotton clothes line, and bar iron seem the next best probable items to show higher figures.

The volume of business gets heavier as the close of navigation approaches, and the shipping departments of the jobbers have as much as they can handle without working overtime. Orders are well assorted, and it is apparent from their sorting up character that dealers generally are experiencing a good demand. Holiday lines in the shape of cutlery, silverware and plated ware are in better call, and a very satisfactory trade has opened up. Winter lines are also in good request, there being a strong call for horse blankets, cow ties, sleigh bells, cross-cut saws, axes, weather strip, and snow shovels.

The aggregate volume of trade is extremely satisfactory, and if the year finishes at the present rate, more than a normal year's trading will be done. The east has quickened up, and with the northwest buying so well trade is assuming big proportions.

BUILDERS' HARDWARE—The market is very firm. Sash cords have advanced from 30c to 32½c. Delivery continues difficult in some makes of lock sets, and orders are away behind hand. Good assorted orders are coming in, and trade is very satisfactory all the way round. We quote: Lock sets (inside) $4 per doz. and up, lock sets (outside) $13.20 and up, common rim locks $1.10 per doz., porcelain knobs $1.10 per doz., sash cords, 32½c

WINTER LINES — Horse blankets, weather strip, sleigh bells, stable fixtures, are in stronger demand. Good sorting orders have been received in cow ties, lanterns, lamps, and burners. There is a strong movement in enamelware, the demand from the northwest maintaining its strength. Household utilities such as carpet sweepers, wringers, washers, baskets, brooms, scrubbing brushes are moving well in a general assorted way.

CUTLERY, SILVER AND PLATED WARE—A very brisk movement has opened up in these lines, and a record season seems to be developing. Many dealers are placing their orders earlier this year, and there is no doubt that the wisdom of doing this is gradually being perceived by the trade generally. Carvers in cases, table cutlery, table spoons, berry spoons, and pickle frames are the most prominent movers.

SPORTING GOODS—Skates, hockey sticks, straps, pucks and snowshoes are moving actively, and strong inroads are being made on the heavy stocks laid in by the jobbers. The colder weather has quickened the sale of most sporting lines. Good repeat orders have come in for guns and ammunition. Gymnastic lines, such as dumbbells, Indian clubs, fencing sticks and basket ball outfits have shown stimulation.

MINERS' SUPPLIES—There is still a steady demand for miners' supplies, the most prominent movers being picks and powder. Railroad supplies are likewise in good request, construction work is still being pushed forward energetically in many districts. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The market is very firm under a good demand. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS—The advance in nails does not seem to have checked the demand, and some very good orders have been received during the week. We continue to quote: Wire nails, $2.25; cut nails, $2.40.

SCREWS—Good assorted orders continue to come in. The market is firm and unchanged. We quote: 85 and 10 off for flat and round head bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES—Cross-cut saws and axes are in very good demand. Camp supplies are also strong sellers. The market is unchanged, and we quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades 43c per foot and up; axe wedges, 25c a doz. and up.

SHOVELS — A good demand has arisen for snow shovels. The call is steady in other lines. We quote: First and second grade of spades, 60 and 2½: 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

WIRE—A steady volume of trade is being done. The advance in plain wire, etc., does not seem to have checked the call to any great extent. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85 Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; gall., $2.85.

TORONTO.

October 29.—Trading is steady and good, demand at present being for seasonable lines in the country and builders' hardware in the cities and larger towns. While the volume of business is hardly so heavy as at the beginning of the month—and some jobbers state they could handle more orders if they came to hand—hardwaremen and jobbers are generally well satisfied with what is passing. Individual sales during the week have been moderately large, with a naturally increasing demand for winter goods. Sentiment in the trade is now more than optimistic, some of the houses already being able to show sales records ahead of any previous year in their business.

Prices are firm for all prominent hardware lines, and especially manufactured iron and steel goods. In the tool class, pipe cutters have advanced at least 10 per cent. on all makes. Cotton goods, too, have advanced, though only slightly. No. 8 sash cord is up a cent, and other cotton lines have increased values from one to two cents.

BUILDERS' HARDWARE — The larger Ontario towns are yet taking up fair quantities of builders' hardware, and Toronto builders are pressing for the filling of their orders. There is noticeable a lessening in demand, though hardwaremen say they have their hands full trying to keep up with present inquiry. Tools are selling well; and all prices are firm. Building paper is having a record season.

SEASONABLE LINES—Eearly winter goods are supplanting fall lines. Shovels and spades are active, and snow shovels and scrapers, etc., are especially brisk. Wood saws, axes, and tool handles are prominent in almost every order. Christmas articles are still light on order, but inquiry has increased.

HEATING AND LIGHTING GOODS —The furnace trade in Toronto and Ontario generally was never so brisk as it is this fall. One factory turning out between 125 and 150 hot air furnaces a week is unable at present to supply for immediate delivery and is accepting time orders only. This incident is but one illustration of many which might be given. The same story is true of stoves, particularly kitchen ranges. They and base burners, with oven attached, are good sellers. The hall stove line is not so active, furnaces replacing then to a large extent in the more settled parts of

the province. Wood burners are active, going out to the north country. Lamps and supplies, stable and road lanterns are seasonable goods and much called for just now.

HOUSEHOLD GOODS—Housecleaning articles like tubs and pails, brooms and mops, etc., are steady. Kitchen articles in enamel, galvanized and tinware are fair. Sales have let up a little.

CUTLERY AND SILVERWARE—There is a strong demand for medium grades of cutlery in small lots. Silverware is slow, though the approach of the Christmas holiday season has opened up inquiry fairly well. Some few sales of plated ware were made this week.

COTTON GOODS—Another slight advance has been made in cotton twine, rope and lines, the second within the month. The advance is but slight. No. 8 sash cord is now 32½ cents instead of 31; for cotton rope the price is 24 cents for 3-16 and larger sizes; and for cotton clothes lines the discount is now 27½ off.

HEAVY GOODS—Wire nails hold the advance made a week ago and demand is yet enormous. Production, too, is great. Structural steel is active, and screws, wire, bars, pipe and rods continue steady lines.

SPORTING GOODS—This is a "between seasons" week. Guns and ammunition have eased up considerably and outdoor sporting goods are almost dead, so far as actual sales are concerned. Winter goods are inquired about, and already great quantities of snowshoes have been sent to the west. Hockey sticks, skates, pucks and supplies seem to be the coming prominent lines.

U.S. IRON TRADE.

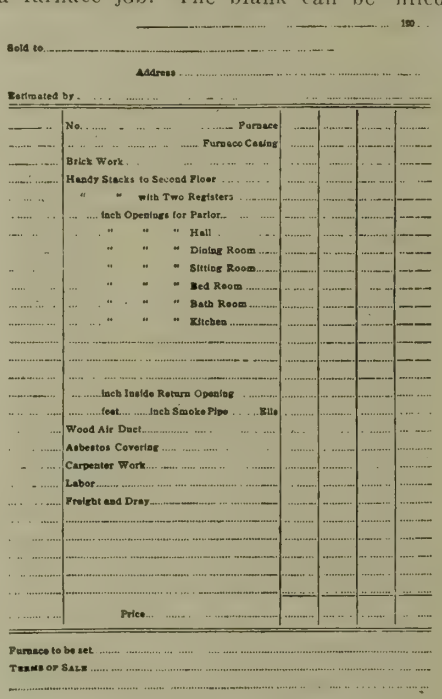
Cleveland, O., October 28.—The Iron Trade Review says: Conditions in the iron and steel market have advanced to the point where the situation is a very favorable and gratifying one from a seller's or maker's standpoint. Mill books are filled with orders, and capacities are being taxed in some lines so that no longer the problem of reviving trade, but rather that of handling present business is of first importance. Buyers are clamoring for material, in the face of the strengthening market. The steel maker now finds himself in a strong position to discriminate between offerings and to exercise a more complete control over the factor of speculative effort. There is no evidence, however, that the producer is inclined to take advantage of present conditions at the expense of the consumer. On the contrary, the impression is being given out that sound and reasonable policies will govern in the advance of prices.

ENTHUSIASM AMONG SALESMEN.

There is no better element to have in your store than enthusiasm among your salespeople. Have some system for originating and keeping up this spirit. For instance, a merchant might offer prizes for the best sales during the month. If you have a line which should be pushed, offer a prize for the best monthly sales in that line. Any legitimate method to make it an object to your clerks to sell more goods is well worth what little extra it will cost.

BLANK FOR FURNACE WORK.

Herewith is shown a reproduction of a page from a booklet recently published by the F. Meyer & Bro. Co., Peoria, Ill. The booklet is called the Handy furnace estimating book and tinners' ready reference. The page reproduced is a blank form for estimating a furnace job. The blank can be filled



Sold to.....

Address.....

Estimated by.....

	No. ..... Furnace				
	..... Furnace Casing				
	Brick Work				
	Handy Stacks to Second Floor				
	" " with Two Registers				
	..... inch Openings for Parlor				
	" " " Hall				
	" " " Dining Room				
	" " " Sitting Room				
	" " " Bed Room				
	" " " Bath Room				
	" " " Kitchen				
	..... inch Inside Return Opening				
	.....feet.....inch Smoke Pipe.....Ells				
	Wood Air Duct				
	Asbestos Covering				
	Carpenter Work				
	Labor				
	Freight and Dray				
	Price				

Furnace to be set.....

TERMS OF SALE.....

Furnace Estimating Blank.

out by any dealer, whether he has a techical knowledge of heating or not.

WHEN YOU HAVE MADE A BAD INVESTMENT.

One of the hardest things a business man is called upon to do is to accept a great loss when he has made a mistake without trying to get his money back by the same means that he lost it. He says to himself: "Well, I am going to keep that thing up long enough to get my money back, and then I'll quit." But, as a rule, it is a mistake to continue in a thing which your judgment condemns.

When you are convinced that you have made a mistake, that you have entered into some business relationship or have gone into something which you should have kpet out of, cut it off as quickly as possible.

Many a man has made the fatal mistake of continuing in a bad venture, trying to get his money back. Most business men find that when they make a mistake, no matter how great the loss or how unfortunate, the best thing to do is to apply the heroic treatment, amputate the diseased limb, not try to palliate the symptoms with medicine.

A New York business man told me that he made an investment outside of his own business a few years ago, and that it did not turn out well, but that he was so determined not to lose any money, and to make it win, although it was a business which he knew practically nothing of, that he kept putting in more and more until he found that he had over two million dollars in the venture. He had made his money in his own business, which he knew all about, and after he found he had made a mistake in the new venture, when people laughed at him for his failure, his pride was touched, and he determined to show them that he could win out even in a business which was foreign to his training.

He said that his experience had taught him two lessons; to keep out of things which he knew nothing about; and when he found he had made a mistake, no matter how great the loss, to take his medicine and quit immediately.—Success Magazine.

"PUSH—DON'T KNOCK."

Upon a door I saw a sign;
I cried, "A motto, and it's mine!"
A wiser thing I never saw—
No Median or Persian law
Should be more rigidly enforced
Than this, from verbiage divorced,
Its logic's firm as any rock—
"Push—don't knock."

'Twas simply meant to guide the hand
Of those who wished to sit or stand
Within the unasuming door
This weight of sermonry that bore
'Twas never meant to teach or preach,
But just to place in easy reach
The ear of him who dealt in stock—
"Push—don't knock."

But what a guide for life was that—
Strong, philosophical and pat;
How safe a chart for you and me
While cruising o'r life's restless sea;
Push, always push, with goal in view,
Don't knock—avoid the hammer crew;
This rule will save you many a shock—
"Push—don't knock."

When on that door I see the sign,
I say, "Great motto, you are mine!"
No stronger sermon ever fell
From human lips; no sage could tell
The hothead youth more nearly how
To point alway his vessel's prow;
There are no wiser words in stock—
"Push—don't knock."

Do not be discouraged if a window dosen't bring immediate sales. Weeks later you will have calls for "one of those hammers I saw in your window," for instance. People may not be ready to buy at the time your display is made. If it's a good window, it will impress itself upon them, however.

Trade Gossip from Canada's Eastern Provinces

New Hardware Store Opened at Halifax — Reorganization of Montreal Firm—St. John Nail Manufacturer Married.

ST. JOHN.

October 27.—A delegation from St. John is now in Ottawa interviewing Sir Wilfrid Laurier on the subject of having an increased subsidy offered for the construction of a dry dock and ship repairing plant at this port. The committee appointed by the local Government to choose a site for the erection of a sanitarium for tuberculosis is expected to make a report in a few days.

Major John J. Gordon, proprietor of the Gordon Nail Works, West St. John, was married last week to Miss Elizabeth Quartermain, of Oxford, England.

In view of the fact that the expropriation by the city of a portion of the property of the Gordon Nail Works, has left the industry somewhat cramped for room, it is probable that that plant will be moved to the site of the old rolling mills, at Coldbrook, three miles out of the city, along the line of the I.C.R. A new building would be erected and the plant extended somewhat, if this is decided on. W. E. H.

HALIFAX.

October 26.—A new hardware concern opened up business here last week, the Lawrence Hardware Co., at 152 and 154 Granville Street, and although the firm is new, the members of it have had much experience in the trade, all three having been connected with the H. H. Fuller & Co., hardware business up to the time that firm was burned out. H. G. Lawrence, the president of the new company was a member of the Fuller firm; A. W. Way, the vice-president has spent twenty-five years in the hardware business, and C. H. Bennett, the secretary-treasurer, has been twenty years in the Fuller Company's employ.

The new concern will deal in general hardware, and will make a specialty of builders' hardware, mechanics tools, cutlery, silverware, and household hardware. Particular attention will be paid to builders' hardware and mechanics'



H. G. LAWRENCE, HALIFAX.

tools, and the north store is being fitted up for the mechanical department. The south store is now well stocked with general wares and is ready for business.

The goods display system adopted by the firm will no doubt prove very satisfactory to the patrons. Counters are done away with, and only counter ledges under the shelves and silent salesmen show cases used. On the walls are show cases and shelf boxes on which samples of goods are plainly in view, so that customers can make their own selections without depending on the judgment of the clerks attending them. This system is operated in both departments and the big double building is stocked with new goods from the cellar to the roof. J. H.



Float Used by Wm. Stairs, Son & Morrow, Halifax, in Labor Day Parade.

MONTREAL.

October 26.—An important development has taken place in connection with the Canadian Sales Company, St. James Street, Montreal. The manager, J. Sophus, has been joined as partners by John Drewson, engineer, and J. E. Johnston, accountant, and with this additional strength, the productive scope of the firm has been greatly widened.

Not only is there now an import department, but manufacturing and electrical departments, and the company has launched forth into a very extensive yet comprehensive producing and selling campaign. The import department comprises the many agencies which the Canadian Sales Company at present represent, and also other lines which the company import themselves.

The manufacturing department comprises the making of various kinds of wire goods, such as conductor strainers, coat hangers, lamp shades, and florist supplies. A commodious factory, equipped with the latest machinery for turning out these goods, has been established at St. Paul Street, the mechanical staff being under the direction of F. S. Downham, who is an expert in this particular industry.



J. SOPHUS, MONTREAL.

The electrical department comprises the cleaning, oiling, and general maintenance of electrical motors under a contract for various terms, this contract, including a weekly or fortnightly inspection. This is an entirely novel idea, and has already been well received. This department is under the charge of W. E. Bullen.

An important branch of the company is the giving of expert advice and estimating free to clients by the firm's engi-

neers. The Canadian Sales Company have already several travelers on the road, and are represented by agents in all large centres of the Dominion. Mr. Sophus continues to be general manager, while Mr. Drewson is works manager, and Mr. Johnston, secretary and treasurer.

Interesting Trade Items Gathered in Ontario

Kingston to Have Dry Dock—Business Change at Ottawa—Lloyd Harris, of Brantford, Announced as a Supporter of the Co-operative Movement—Brantford and Smith's Falls Manufacturers Unite—New Theatre at Owen Sound.

KINGSTON.

October 26.—An important announcement was made to-day, when it became known that the Kingston Government dry dock had been leased to W. J. Fair, of Kingston, for a term of twenty-one years, at the rate of $10,000 per year. A company is to be formed, with Kingston capital. The dry dock has not been a paying concern, for the reason that it has not had a fully-equipped repair plant, and for this reason, vessels went elsewhere for repairs. The new company will instal an up-to-date repair plant, and this will mean that the dry dock will be a very busy place.

E. G. B.

OTTAWA.

October 26.—The National Mfg. Co. report a heavy trade in stoves and ranges. Indeed, the factory has been running overtime, and even then the demand remains in advance of the supply. Their Brockville factory, which manufactures cream separators, etc., is also busy filling orders.

The Ottawa Paint Works report a scarcity in glass. Linseed oil is now very high, being 76 cents a gallon by the barrel. Turpentine is 82 cents a gallon.

An invention that promises to simplify the intricate mechanism of automobile engines is the diffenential gear lately invented by Geo. J. Dallison, of this city.

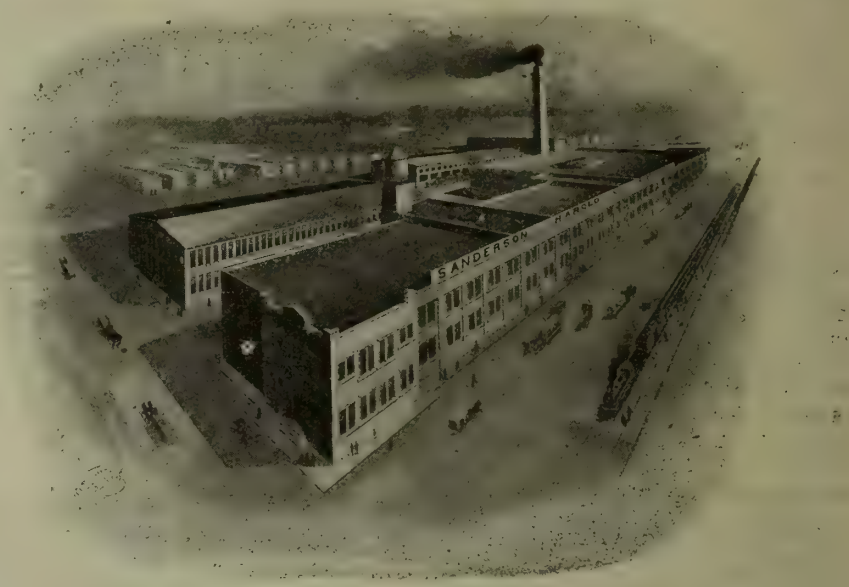
The local branch of the Canada Cycle & Motor Co. has been taken over by Ketchum & Co. This means that Ketchum & Co. will have the agency for Russell machines for the coming year, as well as the "Silent Knight" engine. The present quarters will be maintained as showrooms, and those of the Canada Cycle & Motor Co. will form their garage.

G. E. M. H.

PARIS.

October 27.—As readers of Hardware and Metal will remember, a disastrous fire occurred here last Christmas eve, destroying the factory of the Sanderson-Harold Co. Several towns anxious to secure the industry made offers to the company, but the town of Paris placed a temporary factory at the company's disposal, and the company decided to rebuild here, using the temporary factory and two unburned warehouses in handling this season's trade.

The new plant has now been completed, it being situated on a six-acre site beside the G.T.R. main line at Paris Junction, the company having their own siding into the works. The main factory building is 292x62 feet, two storeys in height, of red pressed brick, mill construction. The boiler and engine room is 40x60 feet, the dry kiln 20x50, and warehouses 52x90 and 50x90 feet. The machinery is new and specially adapted for the turning out in the best possible manner the goods which this company manufacture—refrigerators, screen doors and window screens.



New Plant Erected at Paris Station by the Sanderson-Harold Co.

The whole plant is protected by sprinkler system, while the Webster system of heating is used. A good feature of the new works is the large windows to let as much daylight in to the workmen as possible.

W. W.

CHATHAM.

October 26.—The firm of Campbell & Callahan, which has been carrying on a large business in furnace and heating work, tinsmithing, metallic roofing, etc., has been dissolved, J. N. Campbell retiring. Frank Callahan will continue the business.

The possibilities of metallic roofing are shown by the contract for the metal shingling of Geo. Cramer's new livery barns at Wallaceburg. Upwards of 240 squares of steel shingling were used.

V. L.

BRANTFORD.

October 26.—The Brantford Emery Wheel Co. has moved into its new quarters on Pearl Street.

Ross & Short, Galt, have secured the contract for the heating of the Dunnville House of Refuge, the total cost of which will be about $30,000.

The Schultz Bros. Co., have been awarded the contract of the new collegiate building here, at a cost of $64,519, exclusive of plumbing, heating, electric wiring, ventilation and dolomite flooring, which will bring the total cost to about $80,000. Owing to the high cost, the collegiate and technical buildings will not be erected separately as at first proposed.

With the advance in the price of broom corn, and the consequent increase in the price of brooms, local hardwaremen look forward to a boom in the purchase of floor brooms. The floor brooms are used almost altogether in England, and they are very popular here, but the low price of brooms has worked against their sale. Now, however, the sales are expected to materially increase in quantity.

Martin Bros. will erect a concrete storage warehouse on Erie Avenue.

"The Canadian Co-operator," a magazine published in Brantford in the interests of the Canadian co-operative movement, has made its initial bow in this city, being distributed free to the members of the local Co-operative Society, says:—"That indefatigable Parliamentary champion of the movement, F. D. Monk, M.P., intends to bring in again a Co-operative Bill in the next session. In the last session the movement had a valuable recruit on the other side of the House, in Mr. Lloyd Harris, M. P., one of the brightest and best of the new members and a man of great business capacity. Mr. Harris is a charter member of the Brantford Society, and on behalf of the Union, has done consider-

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

ARTICLES FOR SALE

FOR SALE—One No. 112 Defiance Hot Water Heater, only used last winter, good as new. Also, one 31-inch stove pipe former 2-inch, rollers, good as new. Will sell cheap. W. F. Earl, Athens, Ontario. (45)

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

FOR SALE—Galvanized iron sheet scrap, heavy, about two tons. Wheeler & Bain, Toronto. (45)

AGENT WANTED

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it, or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Ltd. Head offices and show rooms, 424 Spadina Avenue, Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

ARTICLES WANTED

SWISS RIFLES WANTED—Anyone having an overstock of Swiss army rifles to dispose of is requested to name lowest price for prompt acceptance. Address, F. Y. W. Brathwaite, Blind River, Ont. (46)

BUSINESS CHANCES.

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware business, established 25 years, in one of the finest towns in Province of Quebec. Good farming and dairy country. Box 899, HARDWARE AND METAL, Toronto. (44)

GENERAL hardware, stove and bicycle business in one of the finest farming and dairying counties of Ontario. Stock about $4,500. Apply Box 906, HARDWARE AND METAL, Toronto. (46)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

SPLENDID business opportunity—Firm having hardware and plumbing business will sell former, $30,000 turnover, only three competitors; 12,000 population. Reason for selling, lack of capital to develop two businesses. One of the best openings in Canada and capable of further development. Box 909, HARDWARE AND METAL, Toronto. (45)

FIREPROOF SAFES, VAULTS, ETC.

IF YOU are in the market for a Safe or Vault Door, let us send you our illustrated catalogue "S." Our Safes are made to suit all requirements, from the smallest household Safe to the largest bankers' Safe made. The material and workmanship used in the construction of our Safes are the best obtainable. They are made to stand any fire through which they may be called upon to pass. Write to-day for book showing Safes which have passed through Canada's most severe fires. Address all inquiries to Dept. "S," The Goldie & McCulloch Co., Ltd., Galt, Ontario, Canada. (tf)

MISCELLANEOUS

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods, and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder with a flexible back. There are no exposed metal parts to injure the desk. It is a book, not a box; and will hold firmly ten sheets or a thousand sheets—just as many as you actually require and no more. The book is stronger than any other, the alignment perfect, the sheets lie close to the desk, and the writing surface is flat. Booklet on request. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

MISCELLANEOUS

THE ability of your hand-writing, as well as the ease and speed with which you execute it, are matters of great importance. They are also matters of pen point. Use "Crucible" Steel Pens and settle the matter. 15 different styles. Ask your dealer for free samples and pick out the pen you want. If he cannot supply you, ask us and we will send samples by return mail. The Copp, Clark Co., Ltd., 64-66 Front St. W., Toronto.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

HARDWARE AND KINDRED TRADES AUSTRALASIA, SOUTH SEA ISLANDS, DUTCH EAST INDIES, ETC.

A FIRM of Manufacturers' Representatives, old established, keen, experienced, active business men, thoroughly conversant with the Hardware and kindred trades on the above markets, have been representing important British concerns continuously for 12 years, have Offices and Showrooms in Sydney, and are about to open in Melbourne. Working the whole of the above territory at least once per annum and the more important centres two or three times. Three experienced men continually travelling. One of the partners is now in England and would like to OPEN NEGOTIATIONS with a Canadian firm of repute for their SOLE AGENCY. Replies will not be considered unless for Sole Agencies, for at least the whole territory of Australia, and Commission on all orders coming off the Agency territory either direct or through Merchants and Shippers. Negotiating firms must please state specifically the conditions and terms they are willing to offer. Replies "Boomerang," care of "The British Export Gazette," 33 35, Eastcheap, London, E.C., England. (45)

ROLL TOP DESKS AND OFFICE FURNITURE

A RELIABLE firm of Manufacturers' Agents, with Offices and Samplerooms in Sydney, are anxious to secure SOLE AGENCY for the whole of Australasia for Canadian Desks, Roll and Flat Top, Typewriter Desks, Office Chairs, Filing Cabinets, etc. Know the trade well, were interested in 2000 Desks imported into Australia last year, source of supply now closed. Goods, prices and K.D. packing must be right. Particulars can be furnished of best selling lines if necessary. Commission required on all orders executed for the Australasian market, direct or otherwise. Partner now in England may be able to visit Canada on return Journey. Negotiating firms must be prepared to quote prices f.o.b. Ocean Steamer, and state specifically the conditions and terms on which they are willing to place the Agency. Replies "Alpha," care of "The British Export Gazette," 33-35 Eastcheap, London, E.C., England. (45)

SITUATIONS WANTED

EXPERIENCED furnace and stove salesman open for engagement with first class company the first of the year. Twenty years' practical experience in Canada and United States. Six years' traveling experience in Ontario. Would consider city engagement. Address, Box 907, HARDWARE AND METAL, Toronto. (tf)

SITUATIONS VACANT

WANTED Immediately, first-class hardware and stove salesman. Window dresser with knowledge of tinsmithing preferred. Must be strictly temperate and not afraid of hard work. Apply, giving references and stating salary required, to Kidd & Clements, Wapella, Sask. (44)

WANTED—Hardware salesman for retail store; must be good stock keeper. Write, stating age and experience and salary expected. None but first-class stock keeper need apply. Apply Box 904, HARDWARE AND METAL, Toronto. (44)

able work in interviewing the Premier and other authorities at Ottawa with the view to the re-introduction of the Bill as a Government measure."

Watt & Squire exhibit a monster California pumpkin, weighing 90 lbs. in their window this week, it drawing a great deal of attention.

E. L. Squire, for some time with Howie & Feeley, of this city, has joined the staff of the Russill Hardware Co., Toronto.

The Cockshutt Plow Co., will hereafter handle the Frost & Wood line of farm machinery in Western Canada. The Cockshutt Co. manufacture a complete range of plows, seeding machines and other farm implements adaptable for spring work, and the Frost & Wood Co. a full line of harvester and haying tools. The Cockshutt Co. have acquired a financial interest in the Frost & Wood Co., and Harry Cockshutt, has been elected a director and vice-president of the Harvester Co. Permits have been issued for the erection in Brantford of a storage and show room at a cost of $2,900, and a brick core room, at a cost of $14,000 in view of the above amalgamation.

WALKERVILLE.

October 26.—It has been decided to establish a Canadian branch of the E. M. F. Automobile Co., of Detroit, here. Capital for the new enterprise is being furnished by the firm of Hiram Walker & Sons, while Detroiters are also interested. W. E. Flanders, of Detroit, will be president of the new company, which is capitalized at $400,000. It is expected that 200 men will be at first employed, the number being eventually increased to 1,000.

W. E. P.

OWEN SOUND.

October 25.—Creeper & Griffin, the hardware men, have two very attractive windows, both of which are attracting considerable attention. The south display is a "hunters' window," which has excellent specimens of moose, red deer, prairie wolf, wild cat, and grey squirrels, besides a display of guns, ammunition and sporting goods. The north window is devoted to lumbermen's supplies—showing the firm's special brand of axes and saws and electric welded chain.

An up-to-date theatre is being built on East 2nd Avenue, by John H. Moore, at a cost of $12,000. The building is to be of solid brick, covering a space of 125 x 48 feet, of fireproof construction throughout. The stage will be fitted with the latest scene shifting machinery and supplied with a fireproof curtain. The building is expected to be ready for opening sometime in November. Plans were prepared by Forster & Clark, Owen Sound.

News From the Prairie and British Columbia

Victoria to Have Two Large New Buildings—Business Transfers in Western Towns—Mica Fields in B. C.

INNISFAIL.

October 26.—P. T. Goulter has sold the business of the Innisfail Hardware Co. to N. H. Briggs and J. T. Rogers, two hardwaremen from Shoal Lake, Man.

REVELSTOKE.

October 20.—O. Young, the New York mining engineer, who has spent three weeks looking over the mica deposits in the Big Bend, says these mica fields, in his opinion, have undoubtedly an important future. The deposits are extraordinarily large, the mica crystals impregnating the schists in large numbers and the crystalization is on a large scale. The deposits occur in numerous parallel strikes. They are easily worked, the only difficulty being the transportation problem, and in connection with that he congratulates the Board of Trade on having taken steps to have the Government build a wagon road from the head of navigation. If that is done he says it will solve the problem sufficiently to enable the development to be carried on and a limited amount of the mineral shipped out.

The bands of mica schists contain segregations of quartz of from four feet to 100 feet in width, and these carry mica crystals, the size of which makes them of high commercial value, while the quality is unsurpassed. The crystals will give sheets of mica two feet in length. Many of the crystals are fractured by the excessive brecciation of the enclosing rocks. In one strike of mica crystals he found them extend for the extraordinary length of two and a half miles and in places where there was deep erosion the presence of the crystals indicated their evident extension to considerable depth.

Mr. Young has advices from a New York firm whose representative is considered to be one of the five leading mica experts in the world, that from the samples sent and information supplied as to quantities of the mineral available, the Big Bend is bound to become one of the leading mica fields of the world, and they are organizing a company with large capitalization to acquire and operate these claims on a large scale by the most up-to-date methods.

A local syndicate is being organized to hold and develop the property in the meantime, till negotiations are completed for its being taken over by the proposed New York company.

VICTORIA.

October 22.—Trade, considering the time of the year, is keeping up very well.

A permit has been taken out for $45,000 for the erection of the Royal Bank building. This will be two storeys in height, with a very fine stone front.

Victoria is to have a new theatre. The new building, which will be erected as quickly as possible, will be one of the best as far as general conveniences are concerned on this coast. The building will cost $75,000, and will seat 1,500 people.

Tenders have been received for 87,500 feet of steel pipe for waterworks purposes, The specifications call for a type of pipe known as Mannismann steel tube. J. H. Rickaby was awarded the contract, as his pipe was the only one of the three received which was in accord with the specifications, The contract price was $40,928.45.

C. P. Spencer Smith, managing director of the cutlery firm of Thos. Ellin & Co., Sheffield, England, was in town this week. Mr. Spencer Smith also represents the following English firms: S. A. Ward & Co., Sheffield; Samuel Osborne & Co., Sheffield, and Haggie Bros., Gateshead-on-Tyne.

The city council has decided to purchase a large water meter, at a cost of $1,278, to register the amount of water supplied to the Oak Bay municipality.

J. H. McRae, representing the Gillette Safety Razor Co., Montreal, was in town this week.

W. B. C.

ERROR IN ADVERTISEMENT.

Owing to a mistake made by one of the engraving firms in Toronto sending Hardware and Metal's ad. writer a wrong engraving, similar in size to the "Monarch" cobbler's outfit illustration used in the Taylor-Forbes Co.'s advertisement, an error was made in this firm's ad. on the front cover of the Oct. 23 isue of Hardware and Metal, the "Eaton" outfit being advertised instead of the "Monarch." The Taylor-Forbes Co. have asked Hardware and Metal to announce that they do not wish to be held responsible for the engraving company's mistake.

THEY DON'T TAKE IT DOWN.

In every country town there is a sign at the railroad crossing like this: "Railroad Crossing."

Now, everybody in the neighborhood knew it was a railroad crossing the day the track was laid. When the sign was put up it took a couple of days for every inhabitant to become familiar with it.

But did the railroad take it down? No. If they had the warning would have been forgotten in a week and smash-ups and damage suits would have resulted.

Transient advertisements act the same way. You must keep everlastingly at it, like the railroad crossing sign.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PRINTED AND GALVANIZED
Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS
WINNIPEG, - - - - - MANITOBA

Profitable painting depends upon material that can give the best quality of work—work easiest and spread farthest. This is not a condition that will change with the season, but one that will confront the painter as long as twenty-four hours make a day. From the beginning the manufacturers of

Stephens'

PURE PAINT

have always had in mind the necessity of purity of material, durability and covering capacity, and when we claim that *'Stephens'* goods most perfectly meet the demands of the painter, decorator and householder, we do not base the statement upon faith, or hope, but upon facts, for we have twenty-seven years' experience back of us to prove the superiority of our goods over all others. Our prompt shipments and selling helps will please you—drop us a line and hear our proposition.

G. F. STEPHENS & CO., LTD.

Winnipeg and Calgary

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.
They have Iron to Iron connections.
They have a large Centre Water Column.
They are set without rubber packing or washers.
They have large, powerful Direct Fire Surfaces.
They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiencyor reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 29.—There is a slight falling off in the market output and demand just now. The trade is quiet everywhere with the exception that retailers are busy in stoves and heaters. The builders' lines are very weak and retailers over the country are well stocked, and are waiting for a more active winter trade. As a consequence only specialties are going out now, although the demand for chains of all kinds, and for pipe and fittings keeps up well. We quote advances in several lines, cut nails, harvest tools and Canada plate have all gone up. Prices on pipe and chains are firm and an advance may be made soon. Linseed oil continues to have an advance tendency, the price to day being 76 cents for the raw product. Retailers everywhere are busy with glass and finishing paints and varnishes.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $3 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, 5 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 31½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, light, 60 and dark, 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvestor, 30c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pennoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; National Light, 25, Silverlight, 21; engine gasolene, 24c; Acme Lamp, 30; White Lily, 23; Royal, 22½c; White Rose, 24.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 76; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.



HAND-MADE

HOCKEY STICKS

Our hand-made hockey stick has for years been the favorite with the leading amateur and professional players and its superiority is acknowledged. We use nothing but the finest selected and thoroughly seasoned rock-elm in its making and guarantee every stick perfect. Write us for full description and prices on this and our full line of Hockey Goods.

The Hingston-Smith Arms Co.,
Limited
Winnipeg, - - Manitoba



You Cannot Afford to Experiment With Varnishes

As a dealer you cannot afford to experiment with the line of varnishes which you handle. You must get a line that has the quality back of it and can always be relied on.

SHERWIN-WILLIAMS VARNISHES ARE RIGHT

and the merchant who stocks them can be sure that they will give his customers the best satisfaction. Whether for floors, woodwork, furniture or for general work, inside or out, the results that you are looking for *are in the goods.* You can sell S.W.V. with confidence.

We stand ready to supply you with any further information that you may desire about our varnishes. If you have any varnish troubles with your trade write us today; perhaps we can help you out of your difficulties.

700

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



A MARTIN-SENOUR PAINT AGENCY

if fully explained will interest you.

The 100% PURE PAINT will increase your sales.

We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

EDMONTON - - - - - WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Mr. Whiting, of Humboldt, is to have an elevator built at Lanigan, Sask.

The Dominion Bridge Co. is adding another building to its Winnipeg plant.

Fort William interests will build a cement industrial plant near that city.

Active work has again been begun on Port Arthur's waterworks extensions.

The Northern Construction will put up a lumber mill at Turtle River, Ont.

James Morgan & Co., Montreal, are erecting a new factory to cost $15,000.

A $31,000 addition will be built to the John Murphy & Co. store, at Montreal.

The Toronto Carpet Mfg. Co., Toronto, will build a new warehouse, at a cost of $42,000.

The Office Specialty Co. will erect another $50,000 addition to its plant at Newmarket.

The Brackman-Ker Milling Co., Vancouver, will erect a brick warehouse, to cost $16,000.

The National Electric Heating Co. is a new concern, to employ 30 hands, which will locate at Galt.

The Graham Nail Works will build at Toronto an office and storage building, at a cost of $6,000.

The Beaver Lumber Co. have purchased a site for the extension of their plant at Portage la Prairie.

The new steel casting plant of the Vancouver Engineering Works at Fairview, B.C., was opened last week.

The Crystal Glass Works, at New Westminster, are to be enlarged, and a large chemical plant will be established.

J. Geoffrey, identified with J. B. Stetson & Co., England, has been looking for a site for a hat factory at Victoria.

The Alberta Clay Products Co. will likely erect a $150,000 sewer pipe plant at Calgary to employ from 60 to 100 men.

The Brackman-Ker Milling Co. have obtained a permit for a warehouse at Vancouver. The building will cost $116,000.

A by-law granting J. W. Ford $10,000 to erect a flour mill and elevator was carried by the ratepayers of Swift Current.

The McLaughlin Co. will erect an elevator at Osage, Sask., at once. P. R. Carroll also intends to build an elevator there.

The Amalgamated Asbestos Corporation will shortly erect several plants in the Quebec district, for the manufacture of their products.

The C.P.R. has purchased some 650 acres of land at Longue Pointe, with a view to the construction of docks for a new ocean terminal.

E. R. Reid has recently interested himself in concrete work and is planning locating a small plant at St. John for the manufacture of cement products.

The Jordan-Wells Railway Supply Co., a U. S. concern, manufacturing innumerable patent railway devices, intend to erect a Canadian plant at New Westminster.

D. D. Mann says that if steel works are not established on the Pacific coast when he reaches there with the Canadian Northern Railway, he will build them himself.

The Linde-British Refrigeration Co., Montreal, will make $3,000 alterations to their warehouse, and the National Breweries, at same place, will make alterations to cost $7,500.

A company has been incorporated with $300,000 capital to establish a plaster of paris industry on Lulu Island. The plant will cost $50,000. The raw material will be secured at Ashcroft, B.C.

Berlin will have another new industry in the form of a Fireless Cook Stove Co. Premises have been leased in that city where the stoves will be manufactured. Only skilled labor will be employed.

It is a settled thing now that the Canadian Government will enlarge the Welland Canal so that ocean-going vessels will be able to go through it, thus being able to successfully compete with the Erie Canal across the line.

A company subsidiary to the Sydney Cement Co. has already commenced the construction upon a plant for the manufacture of brick from blast furnace slag cement and this industry will be a producer by the first of the year.

The Dominion Tar & Chemical Co. are increasing their Sydney plant to the extent of nearly double their present capacity, with the view to taking care of the increased output of crude by-products, the result of expansion at the Dominion Iron & Steel plant.

The Central Milling Co., Peterboro, have one of the most modern plants in Ontario. For the past three months expert millwrights have been busy overhauling and instaling new machinery of the latest design. The mill has now a capacity of four hundred barrels per day, running the entire 24 hours.

The representatinve of Harland & Wolff, who has been in Canada for the past month looking over sites at Levis and St. John for proposed drydocks and shipbuilding plants in Canada, has gone to Belfast to report direct to his company. Meanwhile representatives of the Fairfield Shipbuilding Co. and of John Brown & Co., of Glasgow, and of Vickers, Son, & Maxim, of Sheffield and Barrow, will also look over the ground in Canada, with a view to locating Canadian branches of their world-famous British plants.

Municipal Undertakings.

Hamilton's proposed sewage disposal plant will cost $110,000.

A by-law has been passed at Bridgeburg, to establish a sewer system.

Nanaimo, B.C., ratepayers have approved a by-law to issue $30,000 waterworks debentures.

Tenders are invited until November 1 for the construction of a waterworks system at Weston.

Tenders are being called by the Campbellton, Ont., council for the extension of sewers along George Street.

The Edmonton city council has taken out a permit for the electric power plant and waterworks, to cost $39,000.

Tenders are invited for a supply of pipe, 42 inches in diameter, to cost about $64,000, for Ottawa's waterworks.

The contract for the construction of the main sewer at Hull was awarded to G. F. Martin, of Smith's Falls, for $38,697.

J. H. B. Rickaby received a $40,000 contract for the supply of 87,500 feet of steel tubes for the Victoria waterworks system.

A. P. Burns, of Medicine Hat, has been awarded the contract for building about five miles of sewers at Maple Creek, Sask.

A Dauphin, Man., civic delegation is looking over various waterworks plants in the west, with a view to establishing a similar one in that city.

The water pipes for the new distribution system in the municipality of Oak Bay, B.C., have arrived, and the council have decided to lay them by day labor.

The National Iron Works, Toronto, received the contract for 1,080 lengths of 16-inch cast iron water pipes, at $27.45 per length, from the civic authorities of that city.

City Engineer Ker, of Ottawa, is preparing plans for the drainage of the western end of Hintonburg, at an estimated cost of $150,000. The work will commence early next season.

The Verdun, Que., town council has awarded the contract for the extensions to the waterworks buildings, to be utilized as accommodation for the electrical department, for $3,774, to Isaac Collins.

W. Beverly Robinson, Montreal, agent for the Stanton Iron Works, Nottingham, Eng., has been awarded the contract for the supplying Winnipeg with cast iron pipe at $49,000, a much lower figure than any other tender.

Railway Construction.

The C.N.R. have decided on New Westminster as the Pacific terminus of that road.

Steel laying on the Superior Junction to Winnipeg Section of the G.T.P. is practically completed.

It is expected that the International Railway will be completed to St. John, N.B., this fall. Eight miles of the line are yet under construction.

Work has commenced on the extension of the Port Arthur street railway, the first of a series of branch lines to serve parts of the city not reached by the main line.

Sir Thomas Shaughnessy is reported to have said that the double-tracking of the C.P.R. between Brandon and Port-

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

. . .

HOYLE ROBSON BARNETT & CO. Ltd.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE ENGLAND

CONTRACTORS TO H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

BAR IRON



The hardwareman will always be judged by the quality of bar iron he stocks!

And you, Sir, will find you are getting a sound reputation for handling quality goods, if you will stock the London Bar Iron, which is uniform, sound and flawless throughout. It is rightly tempered and correctly heated.

GET OUR PRICES

Sales Agents:

Baines & Peckover, Toronto, Ont.
Bissett & Loucks, Winnipeg, Man.

LONDON ROLLING MILL CO., LIMITED.

LONDON — CANADA

age la Prairie would be undertaken in the near future.

The contract for the extension of the Alberni branch of the E. & N. railway from the present end of the line about half way between Nanaimo and Alberni will be awarded shortly.

The Canadian Western Railway has completed the location of its line from Calgary to the Montana border, and will let contracts for the construction of the grade within a few days.

Agnus Sinclair, Toronto, is the successful tenderer for the construction of the Toronto-Trenton division of the Canadian-Northern line to Ottawa. Mr. Sinclair's contract calls for the completion of this 104 miles of road within a year. He will start work at once at different points along the line.

M. J. O'Brien has accepted the presidency of the Matane and Gaspe Railway. The line begins at St. Flavie Station and runs down the shore of the St. Lawrence to Matane, about forty miles. The work of construction is to be rushed, and it is expected that trains will be running over the line by next August.

New Companies.

Carriage Factories, Limited, Montreal, capital, $4,000,000; to build carriages, sleighs, automobiles, etc. Incorporators, G. P. Grant, A. J. Brown and R. O. McMurty, Montreal.

Buckingham Graphite Co., Toronto; capital, $150,000; to develop and manufacture ores, metals and minerals: Incorporators, W. W. Dunlop, R. H. Cuthbert and S. Linn, Toronto.

North American Explosives, Ottawa, capital $500,000; to manufacture explosives and apparatus used in the making thereof. Incorporators, E. A. Wallberg, Montreal; H. G. Nicoll, New York, and J. P. Dickson, Ottawa.

The Phoenix Dry Powder Fire Extinguisher Co., Montreal; capital, $100,000; to take over business now trading under similar name, and to manufacture extinguishing devices and machines. Incorporators, J. B. D. Legare, A. Lapierre, and J. C. Lamothe, Montreal.

Floor Finishers, Ltd., Ottawa, capital, $100,000; to manufacture material, devices and appliances suitable for the purposes of laying, treating, and preserving wood or mosaic flooring; and to acquire the business of The Simplex Floor Finishing Co. Incorporators, D. R. Thomas, J. H. Pushman, and S. C. Thompson, Ottawa.

Public Buildings.

A post office is to be erected at Tiltson, Man.

A new fire hall to cost $13,600 will be built at Ottawa.

A new school, to cost $7,000, will be built at Starbuck, Man.

A new Anglican church is to be built in Grandview, B.C., to cost $2.000.

St. Andrew's municipality (Winnipeg) will erect a new municipal building.

The Brantford public school board is looking for a site for a new school.

McGill University, Montreal, will build a new museum, at a cost of $90,000.

New police quarters, to cost $40,000, are proposed to be built at Hamilton.

The Canadian Northern Railway proposes to have a station of its own in Ottawa.

City and Galt Hospital Trustees, Lethbridge, will build a new hospital, to cost $60,000.

The N. B. Provincial Government may soon establish a tuberculosis sanitarium at St. John.

Guelph ratepayers will vote on a by-law to raise $25,000 for the building of a new school.

A new theatre, which will cost about $100,000, will shortly be erected at Chatham, Ont.

It is announced that the Schuberts, of New York, will build a theatre at Vancouver this fall.

The Ottawa Public School Board is purchasing a site on Breeze Hill for the erection of a new school.

The Roman Catholic church will erect a $30,000 edifice in Saskatoon, the foundation to be in this fall.

Simonean & Dion have been given the contract for building the Quebec technical school, for $233,800.

Plans will be at once drawn up for new G.T.R. terminals at Montreal, on the site of the present structure.

A by-law to raise $15,000 for additions to public schools will shortly be submitted to the Penetang ratepayers.

Brandon ratepayers will vote on a by-law to raise $13,000 for the purpose of extending the Winter Fair building.

The Fort Rouge Congregational church, Winnipeg, has taken out a permit for the erection of a new church.

A site has been purchased by the Annex Baptist congregation at Montreal, for the erection of their new church.

A by-law to raise $25,000 for the erection of a new school building will be submitted to the Meaford ratepayers.

A by-law will shortly be submitted to the Yorkton, Sask., ratepayers to raise $16,000 debentures for school purposes.

Brandon ratepayers will vote on a by-law to issue $13,000 debentures for the purpose of erecting a market building.

The Catholic church recently destroyed by fire at the town of St. Paul, Que., will be rebuilt at the earliest opportunity.

The first sod has been turned at Strathcona for the new Alberta University. The first building will cost $2,000,000.

The Edmonton city council have accepted plans for a market building and will submit a by-law for the necessary amount.

The Toronto Board of Education has taken out a permit for a two-storey brick Girls' Home, to be erected at a cost of $15,000.

The Winnipeg civic authorities are discussing the purchase of a site, with a view to the ultimate erection of a new city hall.

E. & W. S. Maxwell, Montreal, have prepared plans and are inviting tenders for an addition to the Alexandria hospital there.

A new public school, to cost $13,000, and a new separate school, to cost $5,500, are new buildings to be erected at Vonda, Sask.

A permit has been granted for a new $40,000 grand stand at Hanlan's Point, Toronto, to replace the one destroyed in the recent fire.

The School Commissionsers of Westmount are considering the advisability of adding to the King's and Rosslyn school buildings.

The Edinger-Nesbitt Construction Co., of Edmonton, secured the contract to build the new public school at Tofield, Alta., for $9,000.

St. Mary's College, Montreal, has purchased a block of land in Cote des Neiges, where they will ultimately erect a large building.

Plans for the new addition to the Isolation hospital are ready and will shortly be submitted to the Toronto Board of Control.

A by-law to raise $320,000 for new permanent buildings on the Toronto Exhibition grounds will be submitted to the ratepayers on January 1 next.

Ground is being prepared for the extension of Place Viger station at Montreal. Several plans have been submitted, but none will be chosen until the spring.

Contracts have been awarded for the building at Toronto of the Jones Avenue public school, $54,886, to Chas. Bulley, and the Logan Avenue school, $39,534, to H. Needham.

At a recent meeting of the Burnaby, B.C., municipal council the contract for the additional offices to the municipal hall was awarded to Bowden & Hardwick, at $1,200.

L. R. Montbriant, Montreal, is preparing plans and specifications, tenders for which are invited, for the erection of the Saint Jean Baptiste school, in Montreal Annex.

The special committee appointed by the counties of Lanark, Renfrew and Carleton, are to choose a site for a tuberculosis hospital for joint use of the three Ontario counties.

L. C. Gilman, assistant president of the Grank Trunk, has submitted to the Vancouver city council plans for the construction of a union passenger station and joint freight terminals.

It is rumored that the Manitoba Provincial Government is contemplating the purchase of a central site for the erection of parliament buildings to replace the present structure at Winnipeg.

Sir Thomas Shaughnessy has promised the Victoria Board of Trade the financial support of the C.P.R. in the erection of a new opera house, the plans of same to meet the approval of C.P.R. architects.

Work on the new Union Depot, which is being erected at Fort William for the Canadian Pacific, the Canadian Northern and the Grand Trunk Pacific, has been started by the contractors, the J. McDiarmid Co., Winnipeg.

The Retail Paint Trade

KNOW YOUR GOODS.

Let us take a concrete case—let's take the bull by the horns—let us take paint—perhaps the easiest money-maker in the store when understood: we cite the following in illustration simply to prove our proposition:—

You as the retail salesman, as the storekeeper or the clerk, want to understand first of all what is the general situation in the paint business as it affects your store and your customers.

Analyze it this way:—

There are four kinds of men, and four kinds of paint.

There is the man with one idea, the man who can't see anything in sight except his all-absorbing particular theory or hobby. He's the crank. Nothing counts except that one point with him; everything else is worthless.

Well, there is one-idea paint, too.

Some of the big folks in that business would have you believe that there was but one essential thing, and that was their essential thing.

There are lead cranks, and zinc cranks, and turpentine cranks, and dryer cranks, and one-idea specialists of all sorts.

The one-idea man isn't the safest man in the world, nor the best balanced.

Maybe you will agree with us that the safe plan with him is to take his enthusiasm with a grain of salt—just a little saving grace for fear he might be overdoing it. He's honest, the chances are—but he may be mistaken.

And then we come to another kind of a man, and another kind of paint—the man who has no ideas—the empty man—the honest kind of a fellow—the pickup—the indefinite, the ne'er-do-well and the never-can-tell, and there is paint of just this sort—same as the man; paint that's a problem—paint that hasn't any idea back of it or anything in it that anybody believes in anyway; paint like Topsy—that had no parents, just got born and began to grow; this is bad paint—nondescript paint—just as hopeless as a nondescript man.

Let's stop just for a word about cheap paint competition; it is just like cheap competition in anything else.

You as storekeeper or clerk ought to and do know that the sign of the cheap paint—the cheap article of most any sort—is the cheap guarantee. If you buy a thing dirt cheap, you know in your heart when you do it that the chances are it is a cheat, but your pride steps in and saves you from taking advantage of the cheap guarantee. Cheap price saves the life of the cheap guarantee.

No house can guarantee cheap paint.

No manufacturer nor wholesaler nor retailer can guarantee cheap low-grade hardware or anything else that is low grade or poor quality. All such talk about guarantees should be understood by the man in the store.—Store Salesmanship.

"It Sells Like Sixty"



Strong and liberal advertising so done that the dealer gets the direct good of it; and quality in the goods that makes good the advertising's claim — that's why you will do well with

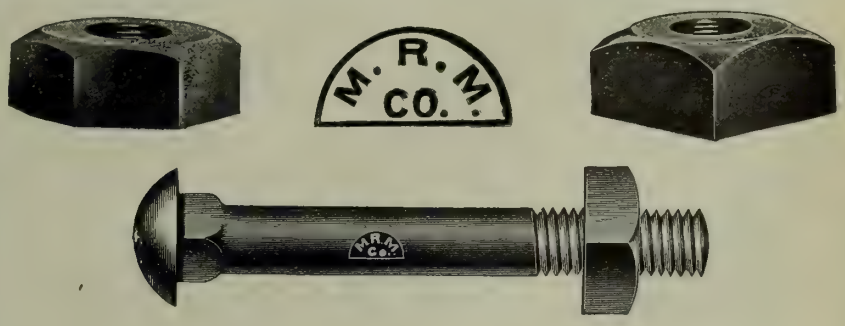
Floorglaze

SELLS THE WHOLE YEAR THROUGH

Floorglaze has so many uses about a house, indoors and out, that it sells at all seasons. Send for a sample can, color-card showing the fine new Transparent Lacs, and proposition to live dealers. You will be interested indeed.

Imperial Varnish and Color Co., Ltd. Toronto

Stocks carried in Toronto, 6 Morse St.; Winnipeg, 108 Princess St.; Vancouver, 550 Beatty St.



BOLTS AND NUTS

of all kinds, including

Carriage, Machine, Sleigh Shoe, Tire Bolts, Plain and Fluted.

NUTS: Square and Hexagon.

We carry large stocks and can ship promptly.

THE MONTREAL ROLLING MILLS CO.

PAINT AND OIL MARKETS

TORONTO.

October 29.—Business in the paint trade is fair this week. There is not the rush of orders there was a few weeks ago, nor is there the volume of goods moving; but paint jobbers say they are satisfied with what trading is being done at present. Sorting-up continues among hardwaremen with a prominence being given to glass. Varnishes and interior paint lines are pretty good; but turpentine, oil and leads are rather slow. The high prices of the two former lines do not conduce to active business, hardwaremen contenting themselves with light stocks; and in lead buying is light also, because of uncertainty.

Rosin prices are firmly maintained for what are known as lower grades; the finer grades known as water white and window glass advanced 50 cents per barrel, and there does not appear to be any likelihood of a reduction in price before the new crop, which will not be produced sooner than next March. All other lines hold their quotations of a week ago, though turpentine shows a slight firmness.

LINSEED OIL—The market is very firm and as seed seems to be scarce in India and the United States, there is no probability of a reduction at the present time. Calcutta seed is reported in London at fully 10 shillings higher per quarter (416 lbs.) than it was some four months ago, and River Platte seed is quoted at about the same price. The difficulty in getting linseed oil promptly and in quantities is greater than ever before in the history of the trade in the U. S. Some buyers are ready to pay almost any price for prompt shipments. All this reflects indirectly on the situation here, tending to firm up and advance the market. This condition has made hardwaremen cautious about buying and they are putting in light stocks only. Toronto prices are yet unchanged from last week's quotations, raw being at 72 cents and boiled at 75 cents for single barrels.

TURPENTINE—During the past week there was an attempt on the part of some large buyers of turpentine at Savannah to beat the price down, offering to clear the market at 1 cent per gallon less than had been paid; but they did not succeed. With offers coming in at once from other parties, the market again advanced, and is now within 1 cent of the highest point it has touched for many weeks. One vessel took 2,747 casks for shipment to Antwerp, leaving the stock of turpentine at Savannah considerably less than it was last year same time. The price for turpentine locally has not changed, though there is a firmer feeling. The ruling quotation is 83 cents for single barrels, with two houses selling a cent below this figure. Buying is rather light.

WHITE LEAD — The jobbing movement of lead in oil is keeping up to seasonable proportions, though there is not the strong demand that prevailed some short while ago. Even the low prices ruling, have not induced this week any big buying. Price quotations range from $5.55 to $6, according to brand, and rumor states that even lower prices have been offered to some buyers.

RED LEAD — Prices are unchanged, with demand listless. Casks are at $4.25 and 100-lb. lots 25 to 30 cents higher.

GLASS — This is the particularly bright line among paint goods just now. Both city and country hardwaremen have been buying steadily and quietly until now the volume of glass moving is considerably higher than in any other previous season of late years. Jobbers report lower stocks. They are evidently holding off importing until they are forced to do so, knowing that they must buy abroad at higher prices.

PUTTY—This glass companion line is selling well at firm prices, though unchanged from last week. Casks are $1.75; 100-lb. drums, $2; and bladders, $2.15 to $2.25.

STAINS AND VARNISHES — Demand is fair indeed for floor coverings and all inside paint lines. There is no great volume of any one line moving, but when bulked together varnishes and kindred lines show good figures on the sales slips.

PETROLEUM — Hardwaremen say coal oil lines are moving with a good swing, and jobbers are well pleased with the season's trade. Pratt's astral is 17½c; water white, 15½c; and prime white, 13½c.

MONTREAL.

October 29. — Trade has been very brisk despite the interruption of the holiday. With the close of navigation near at hand many merchants, who are not in very accessible places are ordering for their early spring trade. There is also a good demand for houshold lines, and evidently plenty of brightening up for Christmas is anticipated. Varnishes are also being well called for from the large manufacturing centres—a good sign of general prosperity.

The market is unchanged. After its advance last week, linseed oil is quiet for a time. Turpentine is very firm under a steady demand. Altogether the tone of the market is very good, and jobbers and manufacturers seem satisfied with the trade doing.

TURPENTINE—The market is firm, with a disposition to advance prices where possible, especially by those who are not heavy holders. With the demand steady, but not over active, there is no great inducement to advance prices at present, and the quotation of 80c for single barrels can still be obtained.

LINSEED OIL—While the heavy advance last week checked the demand

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

PUSH

MOORE'S HOUSE COLORS

WHY?



BECAUSE they are a pure linseed paint.
" they are uniform and reliable.
" you can get any shade desired.
" all the pigments are well ground.
" they will withstand wear and weather.
" they are lustrous and honestly made.
" they are moderate in price.
" they are rapid sellers.

GET OUR COLOR CARD AND PRICES.

Benjamin Moore & Co., Limited

West Toronto, Canada. New York, Chicago, Cleveland, Carteret, N.J.

IF you will only tell the proud housewife that you have something which will brighten up her old dingy furniture and every kind of wood-work, you can easily make a sale.

LACQUERET

is the preparation which will do this, and you will find it moreover an "all-the-year-round" seller. Ask for particulars of our Dealer. Helping Selling Plan.

INTERNATIONAL VARNISH CO., Ltd.

Makers of Fine Varnishes Branch of the Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

somewhat, there has still been a good call, and the market is in very firm shape. Some heavy orders have been received preparatory to the closing of navigation. We continue to quote: 1 to 4 barrels, in one delivery, raw, 72c per gal.; boiled, 75c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—With good trade this week, the market has strengthened somewhat, and there seems a better tone to the situation generally. No marked change is announced, and we continue to quote: Strictly pure about $5.25 to $5.75, according to quality, and No. 1 $4.85 to $5.25 f.o.b., Montreal.

RED LEAD—Some good orders are reported owing to the nearing close of navigation, dealers getting in stock to be ready for the early spring demand. We continue to quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC — The call for white zinc is steady. Quotations remain firm and unchanged. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure,, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS—There is a good demand for varnishes from the large industrial centres, showing that trade generally is very good. There is also a fair call for household varieties. Hard oil finishes and shellacs continue to be in good request. The market is firm and unchanged.

PUTTY—With the bringing out of storm windows, etc., putty is always stimulated, and good orders have been received. The market is firm and we quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TEST FOR CHALKING.

The report of the committee of the Paint Manufacturers' Association of the United States on paint tests contains particulars of an interesting method of determining the comparative chalking of paint, the method being aranged so that the results can be photographed and tabulated in percentages or otherwise.

The process is briefly as follows: Small strips of black felt are cut three inches wide and five inches long. One of these strips is placed lengthwise across a solid block of wood, which fits into the palm of the hand. This outfit resembles very much in appearance the ordinary blackboard eraser, and is used in very much the same manner. The width of the eraser is approximately that of one board of the panel used on the test fence.

In making any test, the "eraser" is held firmly against the panel, and drawn (not pushed) half-way across in a straight line, as by drawing towards the operator approximately the same amount of pressure is used each time, and the same area is covered.



A Splendid Arrangement for a Paint Department in a Hardware Store.

The white mark on the black cloth represents the quantity of perished paint surface, and is directly proportional in intensity to the chalking, which has taken place on the given area.

If a series of these cloths have been prepared from different formula and panels, they may be photographed, and the photograph will very clearly illustrate the comparative chalking.

This chalking test applies only where the perishing of the paint has proceeded to a certain extent, but under conditions where rains and weather have removed from the fence the chalk that has been formed, such a test would not be applicable.

Paquette & Godbout, St. Hyacinthe, will do the painting and roofing of the new convent at St. Lambert, Que.

The Canada Paint Company

MAKE and SELL:—

Paint for Bridges.
Paint for Houses.
Paint for Vessels.
Paint for Dipping.
Paint for Floors.
Paint for Wagons.
Paint for Bricks.
Paint for Box-cars.
Paint for Coaches.
Paint for Stations.

Japans for Baking.
Japans for Painting.
Japans for Drying.
Japans for Japanners.

Varnish for Implements.
Varnish for Carriages.
Varnish for Floors.
Varnish for Oilcloths.
Varnish for Pianos.
Varnish for Painters.
Varnish for Boats.
Varnish for Furniture.
Varnish for Stove Pipes.
Varnish for Engines.

THE CANADA PAINT COMPANY L'T'D

ABOUT LINSEED OIL

The market is very high at present and there does not appear to be any relief in sight. You will see therefore the necessity of buying only the best oil—oil that will drain out to the last drop clear and sweet. Now, when you buy

RAMSAY'S BOILED LINSEED OIL

you know you are getting the standard. We boil our own oil and settle it in large tanks. You get only clear oil, and of a standard that pleases the painter. It pleases the painter because it is not only clear, but pale—as pale indeed as the raw which many dealers offer. Now, just figure out how much you lose by buying somebody's unsettled oil and losing three gallons for stuff left in the bottom of the barrel. That means at least five cents a gallon. Buy Ramsay's Boiled Oil, always sold at lowest market price.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 The Paint Makers

FORESIGHT leads to FORTUNE

Have YOU shown your foresight by stocking

New Era Paint?

It covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint. There's a fortune in handling "New Era!"

WRITE FOR DETAILS AND PRICES

Standard Paint and Varnish Works Co.
Windsor, Ontario LIMITED

TINSMITH'S HELPER AND PATTERN BOOK



A useful handbook for Tinners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.
Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.
Section 2—EPITOME OF MENSURATION. Describes how to find the area and circumference of a circle, contents of a sphere, etc.
Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages *Price $1.00* *53 Figures*

MacLean Publishing Company
Technical Book Dept. *10 Front St., East., Toronto, Can*

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers of RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



The "INFALLIBLE" GLAZIERS' DIAMOND
Just the Tool for inexperienced Glass Cutters
MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

YOU KNOW —— WE KNOW —— THEY KNOW

ALABASTINE

THE MOST POPULAR THE MOST SALEABLE

WALL COATING

You do not need to spend time and energy talking it up and introducing it.
You carry a full assortment, it sells itself, and we advertise and sell it for you.
It pleases the eye for color and the artistic sense.
Is ready for use by simply adding COLD WATER.
Anyone can get beautiful work with it by following the simple directions printed on each package.
It is permanent, sanitary and antiseptic. Can be re-coated, coat on coat.
It will not moulder and decay, or rub off.
There is nothing else on the market, whether mixed in boiling or cold water, which will produce the permanent results or soft, beautiful tints peculiar to Alabastine.
It is not a kalsomine that has to be washed and scraped off before you can redecorate.
Order direct or through your nearest jobber.

THE ALABASTINE CO., Paris, Ont.
Patentees and Manufacturers

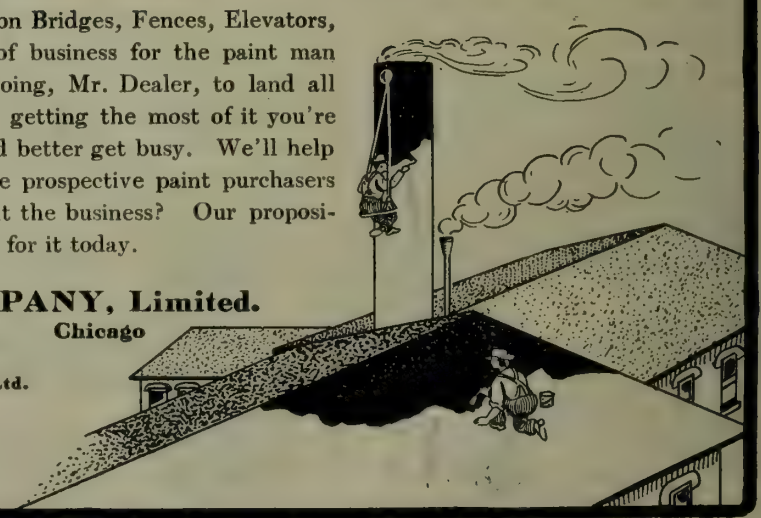
STACKS OF BUSINESS FOR THE PAINT MAN

¶ Take a survey of the sky-line of your town, Mr. Paint Man—it will show you a lot of prospective customers for good paint. Wherever there is a Smokestack, Standpipe, Windmill, Electric Tower, Iron or Tin Roof, Iron Column, Cornice or Gutter-pipe there's a crying need for "*Graph-a-lac*" or some of the other

Martin-Senour Graphite Paints

¶ Coming down to earth — wherever there are Iron Bridges, Fences, Elevators, Mills, Warehouses, etc., etc., there's a big bunch of business for the paint man with the *Martin-Senour Line.* What are you doing, Mr. Dealer, to land all that nice business in your territory? If you're not getting the most of it you're not making as much money as you might, and you had better get busy. We'll help you. We have a plan that will help you get these prospective paint purchasers coming to you for their paint supplies. Do you want the business? Our proposition is too good to let some other dealer get — write for it today.



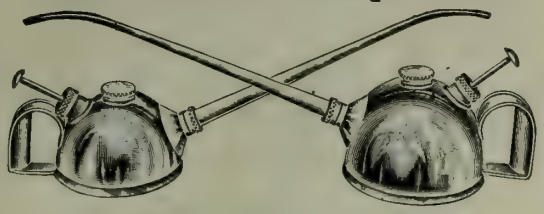


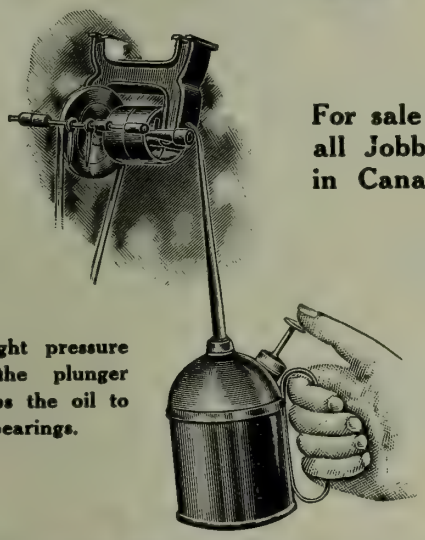
THE MARTIN-SENOUR COMPANY, Limited.
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she were in commission. with the Mauretania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted thr Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

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CANADIAN GOVERNMENT COPYRIGHT, No. 56



Look for the BEAR on the label if you want the Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.
135 WILLIAM ST. : : : NEW YORK CITY
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KEYSTONE
BRAND.
REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

Turn Your Losses Into Profits



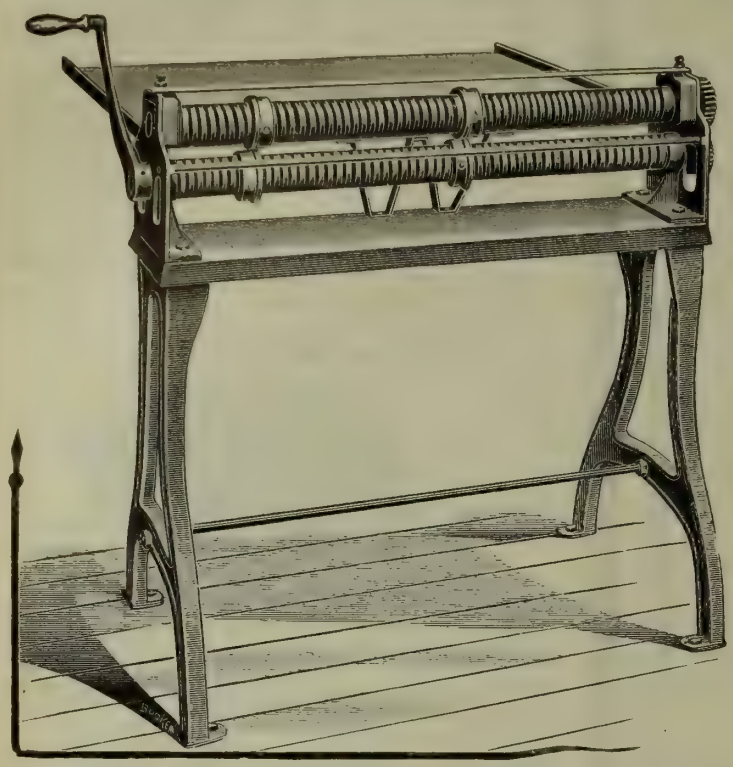
Every drop of oil you are now losing through leakage. evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.



MR. TINSMITH DON'T RUIN

your brake cutting or breaking off sheets. If you cannot afford to instal a large squaring shears just now get one of our ROTARY SPLITTING SHEARS. It will slit sheets any length, not exceeding 36" wide, 20 GAUGE and lighter. Has TWO SET CUTTERS so you can cut TWO strips at a time. The edges are left clean and straight. You will find this an ECONOMICAL INVESTMENT. Order TODAY.

Tinsmiths' Tools,
Presses, Dies,
Sheet Metal Tools

THE BROWN, BOGGS CO., Limited, Hamilton, Canada

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

THE ROOFING, CORNICE AND SKYLIGHT ANNUAL

The Book consists of three articles:

IN ROOFING—The Roofing Bench, Putting Tin Together, Soldering, Flat Seam Roofing, Standing Seam Roofing.

CORNICE WORK—Equipment of Country Cornice Shop, Taking Measurements and Making Patterns, Cutting Cornice Miters, Attachment of Eave Troughs to Roofs of different kinds, Manufacture of Round and Square Leaders and Making Simple Ornaments

SKYLIGHT CONSTRUCTION—Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters Pattern for Common Bar, Hip Bar and Jack Bars.

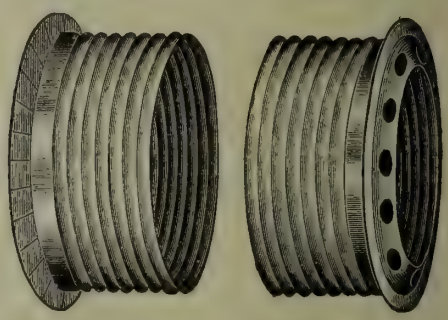
175 Pages *170 Illustrations,* *13 Plates*

Price $1.50 Postpaid

TECHNICAL BOOKS,
10 Front St. East, - Toronto

O.K.

Adjustable Thimbles

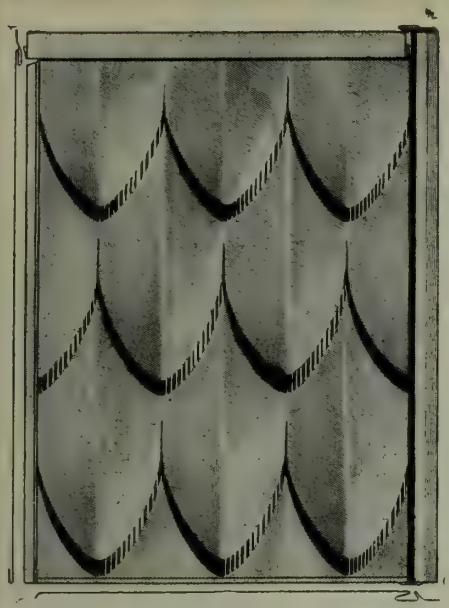


are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections, which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

When writing to advertisers, kindly mention having seen the advertisement in this paper.



"Not the First Shingle but the first Perfect Shingle."

A Shingle of Doubt is a Trouble Forever

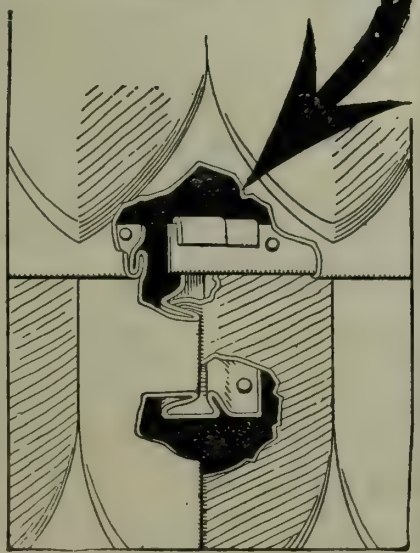
Ordinary metal shingles are generally water-tight. The "Galt" is always water-tight. Any practical man can see that in a glance.

When metal shingles leak they leak through the locks, invariably. Water gets in the side-lock and is forced by the storm up past the end-lock through the roof. This point—the intersection of three shingles—in the "Galt" Shingle is protected by our patented "closed-end" shown in the cut below, which positively prevents leakage. Notice the broad, deep, self-draining side-lock and continuous, over-lapping end-locks. They are patented in the "Galt."

This is the shingle with the future and now is the time to get control of it in your locality if you wish to handle it next year. Drop us a card to-day.

The Galt Art Metal Co., Ltd.

Galt - - Ontario



WINNIPEG,
Dunn Bros.

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VANCOUVER,
D. R. Morrison

FREDERICTON,
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EDMONTON,
Ross Bros.



Island City Floor Enamel

A Floor Finish of high standard quality. Dries hard as stone, with a brilliant gloss. Made in seven attractive colors.

WRITE for PRICES and COLOR CARDS.

P. D. DODS & CO.
Limited

MONTREAL, - QUEBEC

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

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CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Gilbertson's Sheets

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mean quality and security in whatever work you may undertake.
Galvanized Flat Sheets that are unequalled as to flatness, absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

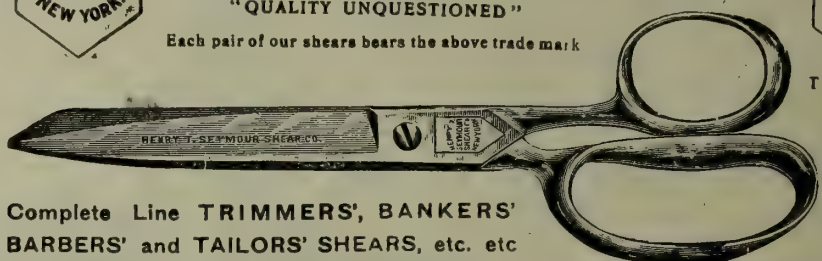
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

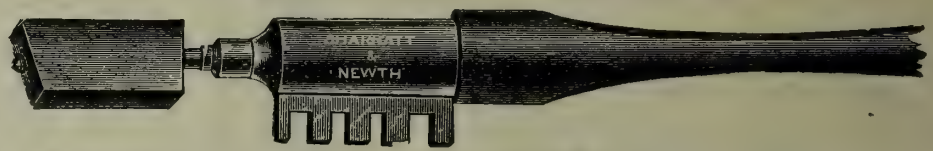
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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO



Every Test Proves the Superiority OF

GREENING'S Patent COW TIE

TWENTY YEARS OF PRE-EMINENCE.

Quality is the basis of all values, and time the critical trial of all things. Long established houses know this, and realize that the only permanent satisfaction in business comes from handling the best.

Greening's Patent Cow Tie has been proved by the tests of time, wear and endurance to be the strongest on the market. Back of it is a reputation of a score of years. These Ties are of seven kinds and are made in six sizes.

We have a complete line of all sizes ready for shipment.

Insist on getting "Greening's" from your jobber.

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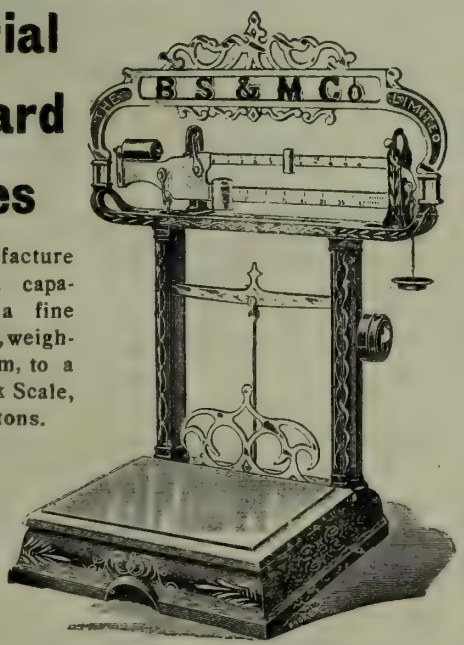
The B. GREENING WIRE CO., Ltd.

HAMILTON, ONT. MONTREAL, QUE. WINNIPEG, MAN.

Imperial Standard Scales

We manufacture Scales of all capacities from a fine Druggist Scale, weighing one drachm, to a Railway Track Scale, weighing 100 tons.

Write for our illustrated catalog and price list —they will interest you.



IMPERIAL COUNTER SCALE

The Counter Scale shown here is made with Cut-off Lever and has Nickel-plated Double Brass Beam with Sliding Poises.

Capacity of Beam 50 lbs. Total capacity 200 lbs.

Made by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton, : : : Ontario.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" 4 " ..	19 25	19 45

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.....	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.
Casting ingot.....	14 00 14 00
Cut lengths, round, bars, ¼ to 2 in...	21 00
Plain sheets, 14 oz.....	21 00
Plain, 16 oz., 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base.....	26 00
Braziers' (in sheets), 4x8 base...	20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28.....	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand. (F.O.B. Toronto)

24 gauge, American		3 25
26 " "		3 40
28 " " (equal to 26 English)		3 85
10½ oz. ..... " 28 "		4 15

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron..	16 75	21 00
Summerlee, No. 2 " ..	19 00	23 00
Carron No. 1	20 50	....
Carron, special.....	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	21 75
Clarence, No. 3	16 75	21 00
Radnor, charcoal iron.....	32 00	32 50
Ferro Nickel pig iron (Soo)....		25 00
Angles..... base	2 60	2 60
Common bar, per 100 lb.....	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel.....	1 85	2 05
Sleigh shoe steel.....	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 35	2 50
Mining cast steel.....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel.....	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
I X X, 14 x 20 "	7 50 7 75
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.....	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks.....	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06½	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	11 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate.....	11 00	13 00
Malleable	9 00	08 00
Miscellaneous steel		6 00
Old rubbers.....	0 08½	0 09

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 45 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " ..... " 1 65
No 7 Fuller " " .... " 2 00
No. 4½, " ..... " 2 00
Patent Compression Cushion, basin cock, hot and cold, each..... $1.25
Patent Compression Cushion, bath cock, No. 2208, each..... 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $35.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.75; Extra heavy, $7.00

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch.....	2 03	¼ inch..... 2 86
⅜ "	2 25	⅜ " 3 08
½ "	2 63	½ " 3 48
¾ "	3 28	¾ " 4 43
1 "	4 70	1 " 6 35
1¼ "	6 41	1¼ " 8 66
1½ "	7 70	1½ " 10 40
2 "	10 26	2 " 13 86
2½ "	16 89	2½ " 22 14
3 "	21 52	3 " 29 07
3½ "	27 08	3½ " 36 58
4 "	30 78	4 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.....	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.....	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked.....	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons.....		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.....	0 17½

PIGMENTS.

Orange Mineral, casks	0 00
" 100-lb. kegs.....	0 00

THE STEEL IS THE POINT THAT TALLIES



The "Pyramid" Razor is made of the celebrated Sheffield Steel. It sells at $2.00, and is a razor on which you can afford to specialize. Hollow ground, thoroughly tempered and keen edged. It will invariably please your patrons. Try it and see. Sold by leading Canadian jobbers.

MANUFACTURED SOLELY BY

Nixon & Winterbottom, Limited, at Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13½
Water white "		0 15½
Pratt's astral "		0 17½
Castor oil, per lb	0 08	0 08½
Motor Gasoline single bbls		0 18½
Benzine, per gal single bbls		0 15½
Turpentine, single barrels	0 83	0 82
Linseed Oil, " raw	0 72	0 68
" " boiled	0 75	0 71

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 75	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs, "	4 75	4 75
No. 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 20 p.c. to 30 and 5. Broken boxes 0 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flat tine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 08
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	1 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

DOOR SETS.

Canadian, 45 and 10 per cent.

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No 50, $17.58; No. 51, $7.78; No 120, $16 10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21 85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

WIRE HOOKS AND STAPLES

Wrought iron hooks and staples—	
¾ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.
Bed staples, No. 14, 100 lbs., $6.75.
Blind staples, per lb., 12c.

KNOBS.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent'

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb	0 32½

SHELF BRACKETS

No 140, 65 and 10 p.c.

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain adz, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit, "	9 50	11 00
Bench Axes	6 75	10 00
Broad Axes	22 50	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

FILES AND RASPS.

Great Western, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.
Disston's, 70 and 10 p.c.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	35
Ladies claw, handled, doz	9 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

MALLETS.

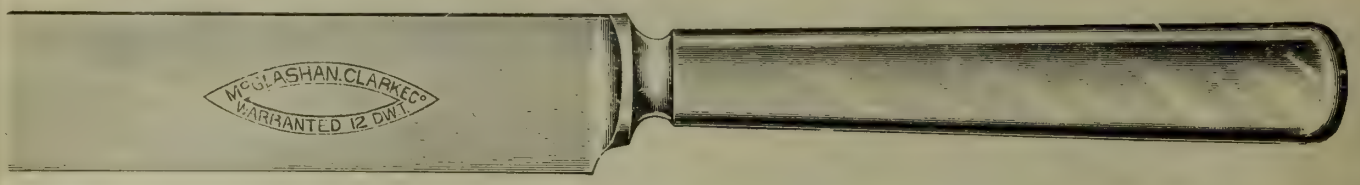
Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $8 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 15½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

ALWAYS AN ACCEPTABLE PRESENT

You can always candidly recommend this knife to the



customer who is wondering what the Xmas gift shall be. Made either for dessert or table use. It is manufactured from finest English Cutlery Steel, 12 dwt. plate and hand burnished, with secure handle. In neat rack boxes of ½ dozen. Send for catalogue.

THE McGLASHAN, CLARKE COMPANY, LIMITED - NIAGARA FALLS - CANADA

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net . $2 85

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft , each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822. 66 ft. ea.	1 10
" Metallic. No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	9 00
" " ½ "	"	10 00
" " ½ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNATHS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

VISES.

Wright's	0 13½
Berg's, per lb	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Buckworth, per lb	0 12

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.	
" " ½ and smaller	70	
" " 7-16 and up	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, ½ and less	60, 10 and 10	
Machine Bolts, 7-16 and up	60	
Plough Bolts	55, 5 and 10	
Blank Bolts	60	
Bolt Ends	60	
Sleigh Shoe Bolts, ½ and less	60 and 10	
" " " 7-16 and larger	55 and 5	
Coach Screws, new list	75	

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

FARRIER KNIVES

Buckworth, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 05
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ½ diameter, per 100 lbs., $2 85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Bench, wood, per doz	$5 00
" iron, per doz	4 25
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamuton, London, St John and Halifax, freight equalized.

GAME TRAPS (steel)

Newhouse, 30 per cent.
& Norton, 45 and 5 per cent.
tor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
"Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00
Gillette Safety, each		3 75

Clauss Razors and Strops, 50 per cent

KNIVES.

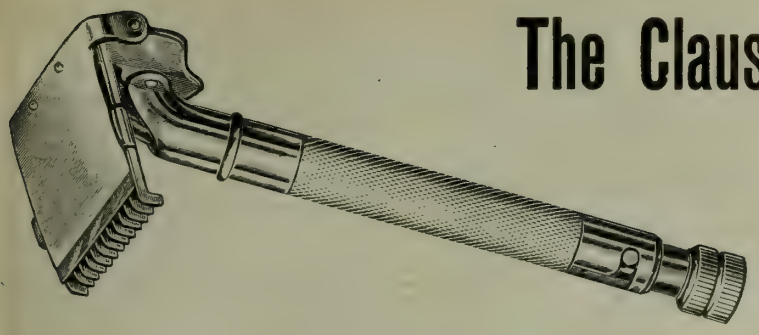
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

3 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 35 per cent

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STOVE BOARDS

Lithographed, 60 and 10

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount. 45 per cent.
Plain and retinned, 75 and 12½

RAT AND MOUSE TRAPS

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; Nos 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7! — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 85
Plain	2 60

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in.. per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite, 5 year, 1 in	53 00

20 per cent.

MISCELLANEOUS

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

TWINE.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 26
" 4-ply	0 30
Mattress twine per lb.	0 33 0 35
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ½c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe.....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

Alabastine Company ... 68
American Shearer Co ... 27
Armstrong Bros. Tool Co ... 27
Atkins, E. C., & Co ... 1
Atlas Mfg. Co ... 27
Aylmer Pump and Scale Co ... 16

Barber Asphalt Paving Co ... 12
Barnett, G. & H. Co ... outside back cover
Beckwith, J. L ... 27
Boker, H. & Co ... outside front cover, 81
Bemis & Call Hardware & Tool Co ... 20
Boston & Lockport Block Co ... 24
Bowser, S. F., & Co., Ltd ... 69
Brandram-Henderson, Ltd ... 64
Brantford Roofing Co ... 25
Brown-Boggs & Co ... 70
Bryan, Thos., Ltd ... 17
Buffalo Mfg. Co ... 25
Burrow Stewart & Milne Co., Ltd ... 22

Cameron & Campbell ... 27
Canada Cycle and Motor Co ... 7
Canada Foundry Co ... 16
Canada Metal Co ... 8
Canada Paint Co ... 66
Canada Screw Co ... 11
Canada Steel Goods Co ... 10
Canada Wire Goods Mfg. Co ... 32
Canadian Hart Wheels ... 27
Canadian Heating & Ventilating Co ... 26
Canadian Logging Tool Co ... 12
Canadian Rubber Co ... outside back cover
Canadian Sales & Mfg. Co ... 28
Carter-Crume Co ... 27
Caverhill, Learmont & Co ... 13
Chicago Flexible Shaft Co ... 2
Chicago Spring Butt Co ... 1
Clare Bros ... 23
Clare, Little & Co ... 27
Clauss Shear Co ... 77
Collins Mfg. Co ... 27
Copp, W. J., Sons & Co ... 59
Coulson & Blakie ... 27
Covert Mfg. Co ... 28

Davidson, Thos., Mfg. Co ... 21
Decatur Bull & Co ... 11
Dieckmann, Ferdinand ... 72
Directory of Manufacturers ... 27, 28
Disston, Henry, & Son ... 6
Dods, P. D. & Co ... 71
Dominion Cartridge Co ... 38
Dominion Wire Mfg. Co ... 15
Dorken Bros ... outside front cover, 34
Dougall Varnish Co ... 67
Dowswell Mfg. Co ... 27
Dubuc, L. E ... 24

Electrical Specialties, Ltd ... 27
Enterprise Mfg. Co ... 8

Findlay Bros ... 25
Ford Auger Bit Co ... 20
Frothingham & Workman, Ltd ... 4

Galt Art Metal Co ... 71
Gendron Mfg. Co ... 31
Gibb, Alexander ... 27
Gilbertson, W., & Co ... 72
Gourack Ropework Co ... 27
Greening, B., Wire Co ... 73
Grove Chemical Co ... 20
Gurney Foundry Co ... 19
Gutta Percha & Rubber Mfg. Co ... outside back cover

Hamilton Bridge Co ... 14
Hamilton Cotton Co ... 32
Hamilton Rifle Co ... 34
Hamilton Stamp & Stencil Works ... 35
Hanson-Tilley, J. H., Co ... 10
Harris, J. W., Co ... 28
Hart & Cooley ... 17
Heinisch, R., Sons Co ... 72
Hemphill, T. W ... 28
Hingston Smith Arms Co ... 59
Hobbies, Ltd ... 33
Howarth, Jas., & Sons ... 33
Howland, H. S., Sons & Co ... 5
Hoyle, Robson, Barnett & Co ... 61
Hutton, Jas., & Co ... 24, 29

Imperial Varnish and Color Co ... 63
International Distributing Co ... inside back cover
International Varnish Co ... 65

Jack, Watson, & Co ... 24
James & Reid ... 27
Jardine, A. B., & Co ... 72
Jessop, Wm., & Son ... 24
Johnson's, Iver, Arms and Cycle Works ... 61

Kains, J. M., & Co ... 27
Kampfe Bros ... 35
Kemp Mfg. Co ... 38
Kerr Engine Co ... 80

Langwell & Sons ... 27
Leslie, A. C., & Co ... 61
Lewis Bros., Ltd ... 7
Lockerby & McComb ... 10
London Foundry Co ... 30
London Rolling Mill Co ... 61
Lufkin Rule Co ... inside back cover
Lysaght, John ... outside front cover

McArthur, Alex., & Co ... 74
McBrien Mfg. Co ... 32
McClary Mfg. Co ... 18
McDougall, R., Co ... 16
McGlashan-Clarke Co., Ltd ... 76
McKinnon Dash & Metal Works Co ... 34

Maple City Mfg. Co ... 69
Martin, S. B ... 32
Martin-Senour Co ... 68
Maxwell, D., & Sons ... inside front cover
Meaford Wheelbarrow Co ... 29
Metal Shingle and Siding Co ... 35, 70
Metallic Roofing Co ... 2
Montreal Rolling Mills Co ... 63
Moore, Benjamin, & Co ... 65
Morris & Bailey Steel Co ... 14
Morrison, James, Brass Mfg. Co ... 31

National Hardware Co ... 28
Nelson, H. W. & Co ... 15
Newman, W., & Sons ... 27
Nicholson File Co ... 79
Nickel Plate Stove Polish ... 24
Nixon & Winterbottom ... 75
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 61

Oakey, John, & Sons ... 72
Oneida Community ... 73
Ontario Lantern and Lamp Co ... 29
Ontario Wind Engine and Pump Co ... 27
Orford Copper Co ... 70
Oshawa Steam and Gas Fittings Co ... 24
Otterville Mfg. Co ... 16
Owen Sound Wire Fence Co ... 33

Parmenter Bullock Co., The ... 27
Pearson, Geo. D. & Co ... 28
Pease Foundry Co ... 57
Pedlar People of Oshawa ... 28, 32, 36
Pelton, Godfrey S ... 67
Penberthy Injector Co ... 30
Peterborough Lock Co ... inside back cover
Pink, Thos ... 9
Plymouth Cordage Co ... 30

Ramsay, A., & Son Co ... 67
Reid, F. H ... 28
Robertson, Jas., Co., Montreal ... 14
Rodgers, Jos., & Sons ... 24
Ross, Art., Co ... 36
Ross Rifle Co ... 80
Ryan, Robt. Co ... 29

Samuel, M. & L., Benjamin, & Co ... 6
Seymour, Henry T., Shear Co ... 72
Sharratt & Newth ... 72
Sherwin-Williams Co ... 59
Simonds Mfg. Co ... 31
Simonds Canada Saw Co ... 17
Smart, Jas., Mfg. Co ... 22
Smith Hardware Co ... 32
Stairs, Wm., Son & Morrow ... 80
Standard Chain Co ... 14
Standard Paint and Varnish Co ... 67
Star Expansion Bolt Co ... 33
Steel Trough and Machine Co ... 28
Stephens G. F ... 57
Stevens-Hepner Co ... 69
Stewart, Jas., Mfg. Co ... 20
Still, J. H., Mfg. Co ... 80

Tarbox Bros ... 36
Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H., Co ... outside back cover
Tonks, Limited ... 24
Toronto Furnace and Crematory Co ... 35
Toronto Plate Glass Importing Co ... 32

U.S. Fire Protection Co ... 16
Want Ads ... 55
Warren Mfg. Co ... 27
Watson Jack, & Co ... 24
Wostenholm's Cutlery ... 17
Western Wire and Nail Co ... 32
White Mop Wringer Co ... 36
Whitman & Barnes Mfg. Co ... 9
Wiebusch & Hilger, Ltd ... 27
Wilckes, Martin & Wilckes ... 69
Winnipeg Ceiling and Roofing Co ... 67
Winnipeg Paint and Glass Co., Ltd ... 59
Wright, E. T., & Co ... 36

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The Parmenter & Bulloch Co., Gananoque, Ont.
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Dominion Wire Mfg. Co., Montreal.
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Dennis Wire & Iron Co., London

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Enterprise Mfg. Co., Philadelphia, Pa

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McClary's, London, Ont.
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Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
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Ontario Wind Engine & Pump Co., Toronto.

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Ryall Tool Co., Montreal

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Grove Chemical Co., Appley Bridge Eng

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Still, J. H., Mfg. Co.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salverda, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.
Jas. Pender & Co., Ltd., St. John, N.B.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
Smith Hardware Co., Montreal

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

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Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

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McDougall, R., Co., Galt, Ont.

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E Fielding, Toronto

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mining Drills
Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co, Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills. Montreal
McBrien Mfg. Co., Toronto
The Parmenter & Bulloch Co., Gananoque, Ont.
Jas. Pender & Co., Ltd, St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E.T., & Co. Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co, London, Ont.

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Brandram-Henderson, Montreal
Canada Paint Co., Montreal.

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Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Stove Pipe.
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Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
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Martin-Senour Co., Montreal

Perforated Sheet Metals.
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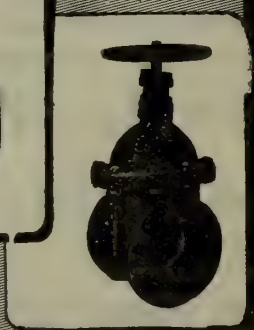
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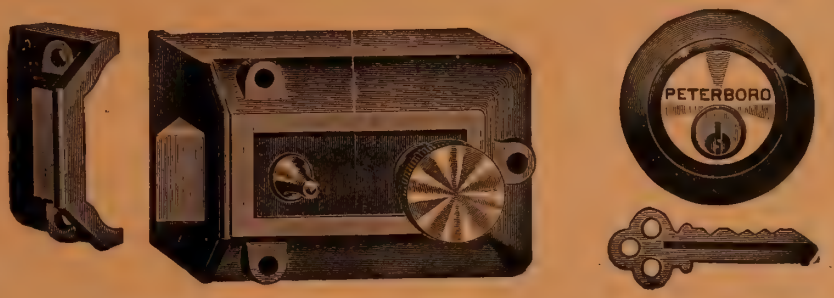
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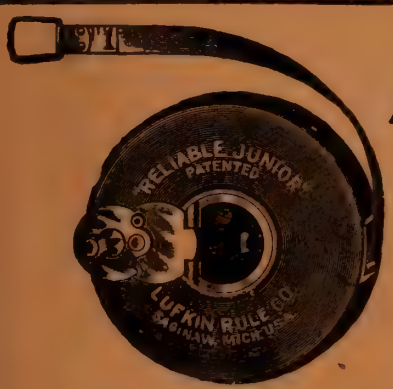
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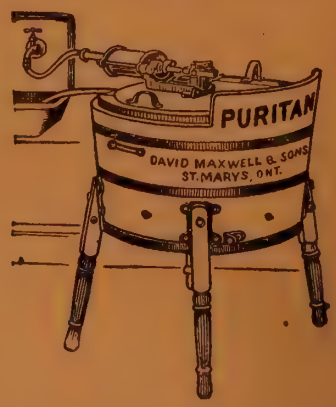
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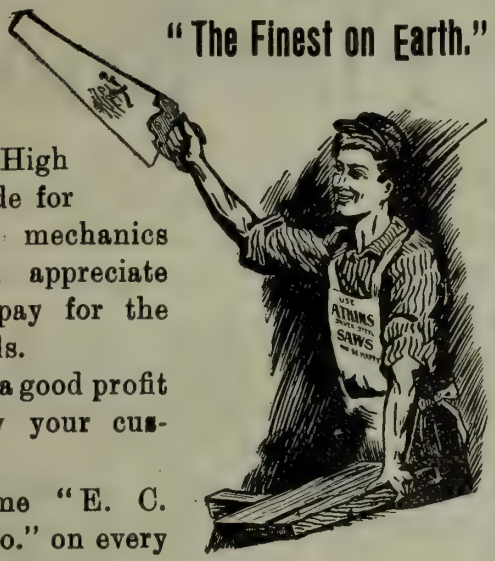
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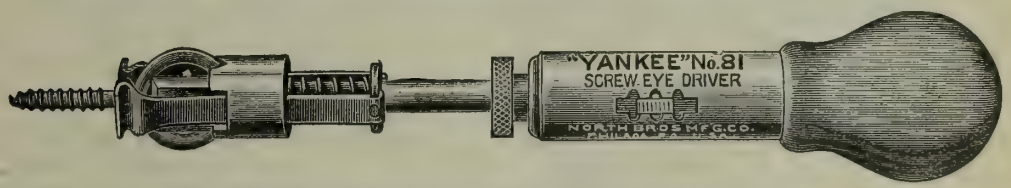
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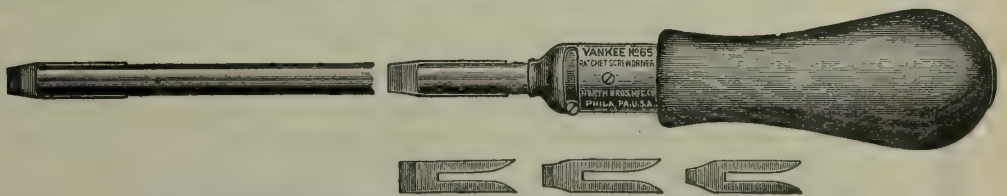
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Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

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The World's BEST, Because They're the BEST in the World

And because of this established fact, the demand for "ALUMINO" and "ELECTRIC" Oil Heaters increases in volume every day. Competition and imitation simply make it easier to sell these great Oil Heaters. There's a reason—yes, many reasons—no other Oil Heater is equipped with our GRAND "SAFETY BURNER," and so it is impossible for any other Oil Heater to give the same satisfactory results as do the

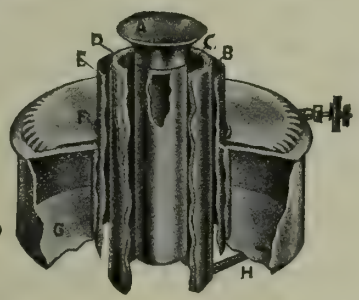
ALUMINO AND ELECTRIC OIL HEATERS



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LEWIS BROS. CO., Limited

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MONTREAL, Toronto, Ottawa, Vancouver

Hand Power Horse Clippers

Profitable Line to Handle **Will be in Great Demand Soon**

Order a few of these Clipping Machines with your next order of Hardware as this is the Season to push this line.

Write for Prices **The Best Seller on the Market** **Largest Stock in the Trade**



"New Stewart" in use.

"New Stewart"

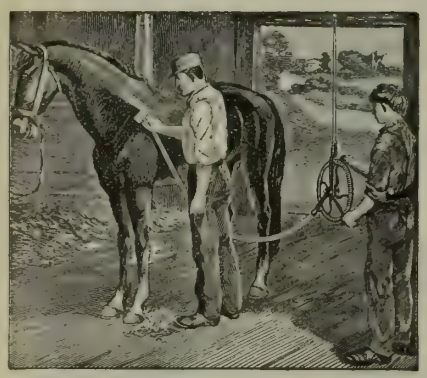
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It is by far the best seller in the clipping machine line. All steel cut gears, file hard and every one securely shut in from dust and dirt in a metal case.

Complete with 6½ ft. flexible shaft.
Weight, each, boxed, 36 lbs.



"New Stewart"



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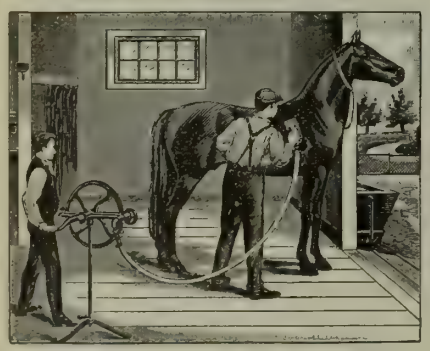
"20th Century"

The **"20th Century"** Clipper does 100 times as much work as the old-fashioned hand clipper. Cuts easy and fast and is one of the most perfect clipping machines ever made. Needs no experience to operate.

Complete with 4½ ft. flexible shaft.
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"1902 Chicago"

The **"1902 Chicago"** Clipper will clip a horse in thirty minutes and is considered one of the best clipping machines in the world. It is simple, strong and durable and is light running and noiseless. All parts are hardened tool steel.

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FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada



Any hardware dealer can work up a considerable trade in ready roofing providing he gets the right line to begin with, and part of our policy is to make sure that goods are exactly right before offering them to the trade. We have been successful from the beginning with our own brand of

"Samson" Roofing

which is a combination of the best materials now used for making a high-class Ready Roofing and is adapted to most kinds of roofs. The fact that this business is based on solid values is sufficiently well-known, and when we recommend "Samson" Roofing it means more than appears on the surface.

"Samson" Roofing is easily laid and lasts for years. Send at once for samples.

H. S. Howland, Sons & Co., Limited

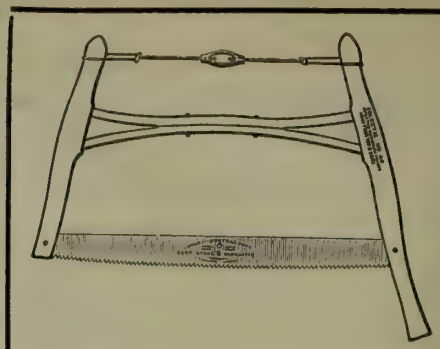
Wholesale Hardware

We Ship Promptly. **TORONTO** **Our Prices Are Right.**

Graham Nails are the Best.

Disston quality has made the DISSTON plant grow to Fifty acres since 1840.

How Disston "Bucksaws" Make Customers



This is only one of a list of shapes and styles. See catalogue mentioned below.

YOU can't safely tell an experienced bucksaw user "one make of bucksaw is like any other." He knows, through actual use, what differences there are. It is because of the absolutely unvarying uniformity of DISSTON Bucksaws that dealers make not one but SEVERAL sales and profits.

Some of the reasons for the steady increase in the plant of the DISSTONS is the increasing call from shrewd dealers for DISSTON Bucksaws. Pointing to the actual truth about DISSTON Bucksaws wins the customer, with that resulting profit---and it wins him back again, with other resulting profits, for experience with a DISSTON Bucksaw bears out every recommendation you give it.

Show your customer the wood seasoned for several years—the variety of shapes to select from---the styles of blades---the bracings---the varnishing---the weather protection---the ease of handling---the strength ---the qualities for heavy cutting---the absolute rigidity---the fact that in a DISSTON Bucksaw there is positively no lost motion or "give."

Behind every DISSTON Saw, Tool or File you sell there is a profit for you---and after that a steady stream of profits. The highest quality never fails to bring a customer to your shop again.



FREE If you haven't got the latest DISSTON Catalogue, send us a postal. It gives clear and complete descriptions of DISSTON Saws, Tools, Steels and Files, in all the various styles and makes. This new Catalogue may mean a handsome addition to your profits.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, - - PENNSYLVANIA

PIG IRON

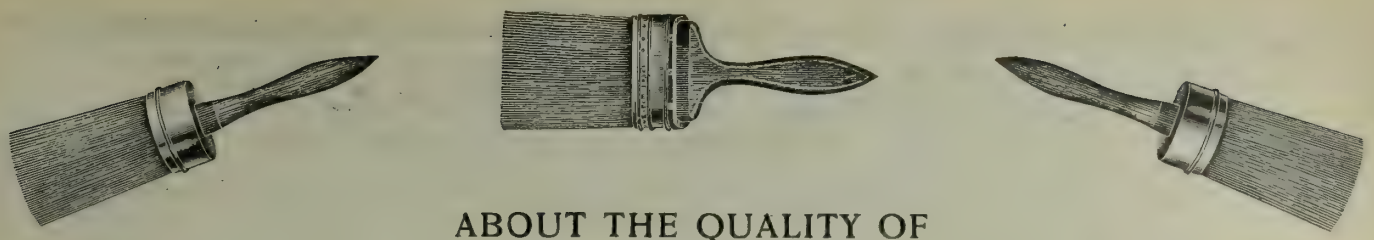
ALL GRADES

Prompt or Forward Delivery

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto



ABOUT THE QUALITY OF

BOECKH'S BRUSHES

FOR PAINTERS, HOUSEHOLD FACTORY AND STABLE USE

They are "made in Canada" which means a decided advantage over the Imported Brushes as WE SAVE YOU THE 27½% DUTY. Besides, BOECKH'S BRUSHES are the best finished, most durable and servicable line on the Canadian Market, being made in all the most useful and convenient designs which comprise a line for every known use. The variety of prices and grades makes it possible to secure just what you want, as we make everything from the very low-priced lines for ordinary use to THE SUPERIOR GRADES FOR THE VERY BEST CLASS OF WORK. In all Grades our values are right—OUR PRICES BEING EXCEPTIONALLY LOW (quality being considered), owing to our facilities for buying raw materials in large quantities, direct from the producers, and also to the up-to-date processes of manufacture in our Factories which enable us to keep the cost of production down to the minimum. Consequently the dealer who handles our lines gets all the benefits that the Canadian-made Brushes have in their favor. Write for full particulars.

Also we manufacture all kinds of Corn Brooms for house and factory use.

THE BOECKH BROS. COMPANY, LTD., Toronto and Montreal



THE IDEAL GIFT RAZORS

ARE "WADE & BUTCHER'S," OF SHEFFIELD, ENG.

YOU WILL be asked for them all over. Because OVER A CENTURY of RAZOR-MAKING experience is behind every one of these celebrated BLADES.



ALL the safety razors in the world will never stop the sale of BUTCHER'S fine hollow ground brands, all of which were originated by W. & S. Butcher, of Sheffield, Eng. We put them up in cases to suit your gift customers, and, for a man, no present pleases more. Every razor is set for use, and is WARRANTED to shave to PERFECTION. Excellence, durability and easy to use, are the cardinal elements. INCLUDE these RAZORS in your next order to your nearest jobber. All up-to-date jobbers keep Butcher's goods.

JAMES HUTTON & CO., Sole Agents for Canada, **Montreal, Que.**





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure.

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

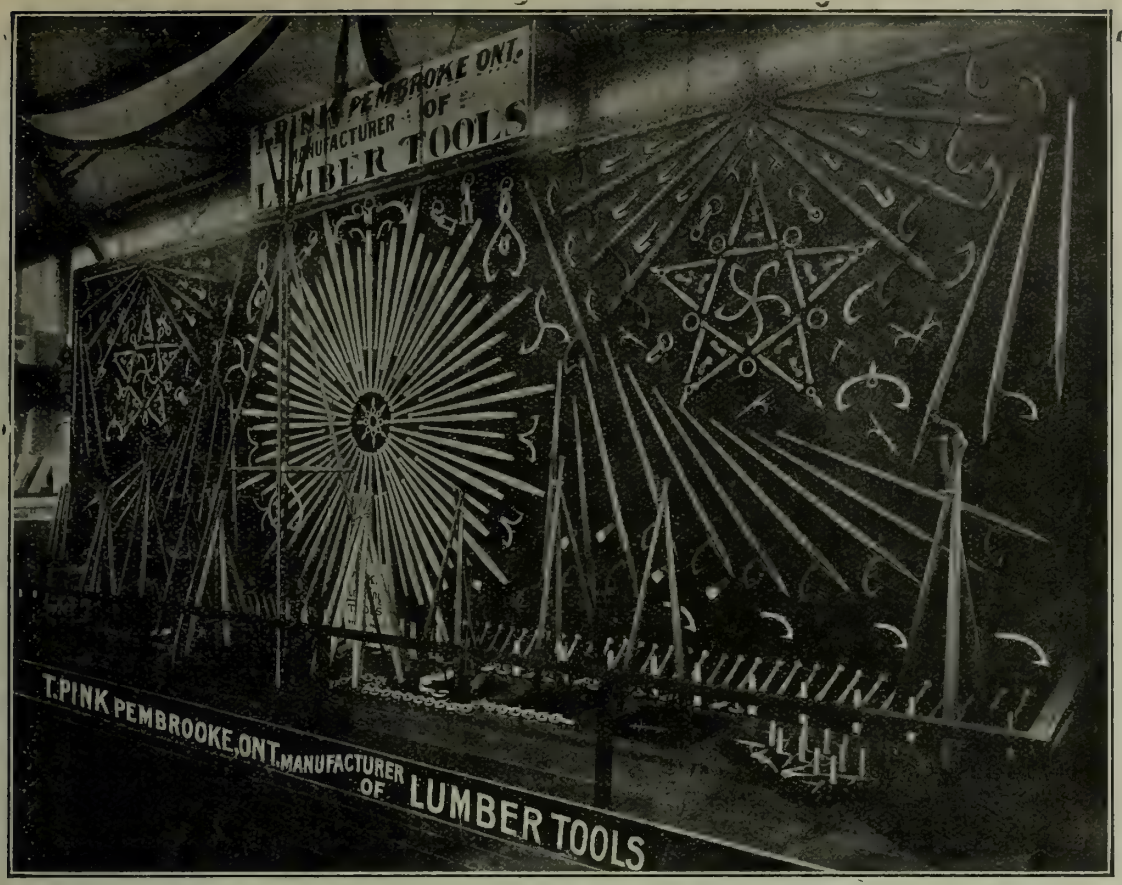
Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Crescent Brand
Registered



Quality is Rewarded

We have shipped so far this year **4** times as many Butts and Hinges as we did last year—and have not had one complaint about quality or workmanship.

The merchants who handle "Crescent Brand" Butts and Hinges know how their trade has increased.

You can get them direct if your dealer will not supply you—and they cost no more.

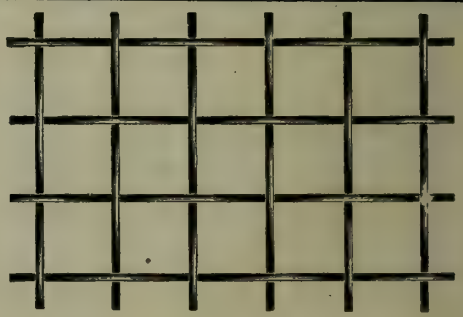
Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, CANADA

WIRE CLOTH

FOR

Sand Screens. Coal Screens. Cinder Sifters. Evaporators
Grain and Seed Cleaning Machinery. Milk Strainers.
Galvanized and Re-galvanized Cloth. Wire Lathing.
Window Protection. Malt Kiln Floors. Woolen Mills.
Smoke Stacks Mining Screens and for all purposes.



The B. GREENING WIRE COMPANY, Limited

HAMILTON, ONT. MONTREAL, QUE.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Adapted for Black or Nitro Powder

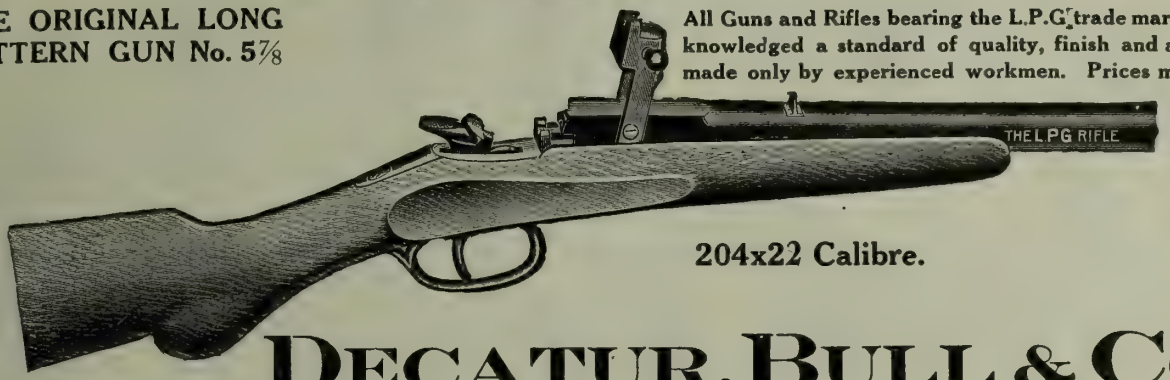
The Celebrated
L.P.G.
Guns

Guaranteed
Government Test



THE ORIGINAL LONG
PATTERN GUN No. 5⅞

All Guns and Rifles bearing the L.P.G. trade mark are acknowledged a standard of quality, finish and accuracy, made only by experienced workmen. Prices moderate



204x22 Calibre.

DECATUR, BULL & CO.

Write for Catalogue and Prices

SELLING AGENTS. MONTREAL, CANADA.



Jobbers

When you see this Trade Mark on a package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS;

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All jobbers supply our goods.

Canada Screw Company, Limited

TORONTO HAMILTON MONTREAL

RELIANCE PLATE

The New Kenwood Design

Now Ready for Delivery



LIKE its sister pattern—the Wildwood—the new KENWOOD design has a base metal of 18% German Silver. Moreover, it carries a full 5-oz. A-1 plate of pure silver. It is made only in the bright finish.

ONEIDA COMMUNITY, LTD., NIAGARA FALLS, ONTARIO

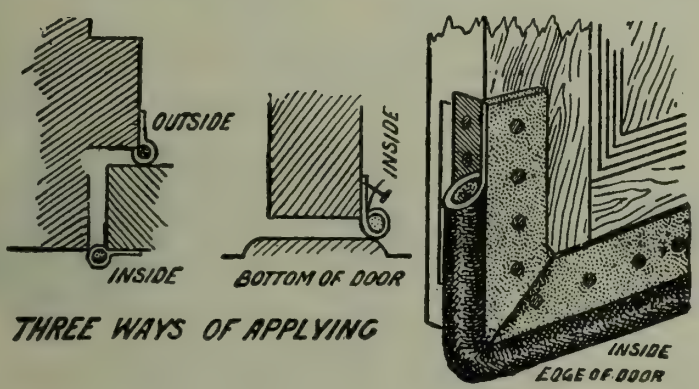
HEADQUARTERS FOR

WEATHER STRIPS

Bosley's Oil Finished Hardwood Weather Strips, with durable felt insertion, are so made that they can be applied permanently to any window or door to keep out both cold and dust.

Neat in appearance. Sure to keep out draughts. Sold at a reasonable price, in 12-foot lengths, 500 feet in a bundle.

FROST KING FELT WEATHER STRIP

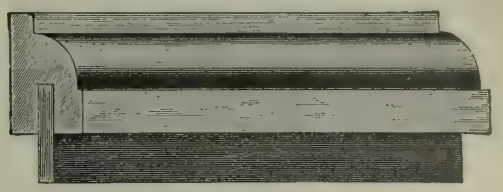


THREE WAYS OF APPLYING

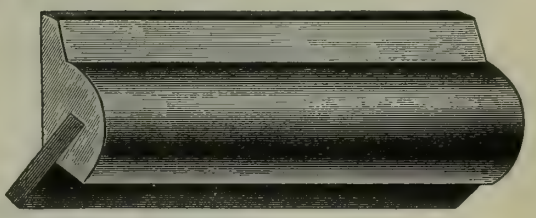
Made from chemically prepared moisture-proof felt. 25 feet in a box. Suitable for doors or windows.

Retails for 50c. per box, and gives merchant a good profit. Can be applied by anyone.

A BIG SELLER.



BOSLEY'S
No. 61—For Windows
Width of Moulding 5-8 inch.



BOSLEY'S
No. 62—For Centre of Windows
Width of Moulding 3-4 inch.



BOSLEY'S
No. 62 1-2—For Sides and Tops of Doors
Width of Moulding 7-8 inch.



BOSLEY'S
No. 64—For Bottom of Doors
Width of Moulding 1 1-4 inch.

Caverhill Learmont & Co.

Montreal and Winnipeg

Are you alive

to the possibilities of supplying the builder with his Structural Steel? It is being used more and more in every class of building throughout the Dominion. Prove yourself to be alive by getting after this profitable trade. We will quote prices for you and assist you all we can. There's money in it for you.

Write us to-day for particulars.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



See that broom!

Read its Wrapper! Remember the Maker's Name

In buying a Broom you should look for strength, elasticity, durability and selected materials.

You will find them all in the

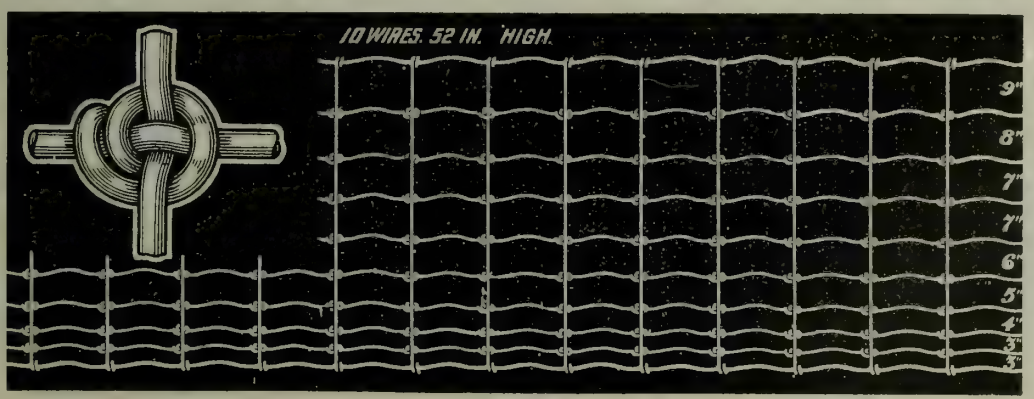
PANSY BROOM

in the manufacture of which only the highest grade of broom corn is used. You can influence the better class family trade to your store by handling quality articles like PANSY BROOMS. Ask for our price list.

Buy from the makers

H. W. Nelson & Co., Ltd.

TORONTO, - CANADA



ARE YOU INTERESTED IN WOVEN FIELD FENCE?

¶ If so, "DOMINION SPECIAL" is the right fence to stock, because it is the best made, quality being our first consideration.

¶ Every rod sold is guaranteed to be first class in every particular, so you will make no mistake in stocking "DOMINION SPECIAL" FIELD FENCE, "The Landmark of the Future."

MANUFACTURED BY

Dominion Wire Manufacturing Co., Ltd., Montreal

WRITE US



EFFICIENT FIRE PROTECTION

in any building is assured by the

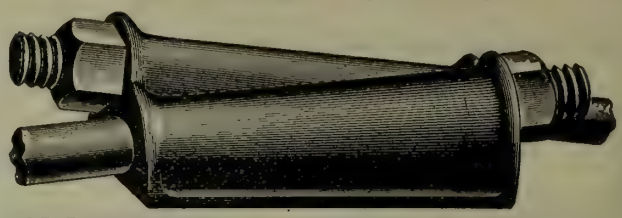
DAVY AUTOMATIC SAFETY FIRE ESCAPE

It cannot go wrong in the descent. Was awarded first prize of $100 in the Commercial Travellers' contest recently. This is a line you can profitably sell.

Write for Booklet.

UNITED STATES FIRE PROTECTION CO.
Utica, N. Y.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—½ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. *Limited*

"MAG"

Anti-Friction Metal

Price **10c.** per lb.

Equals 25c. Metals now on the market.

MAKES SALES

without pushing. Write for Discounts.

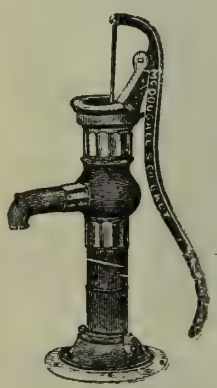
The Lion Metal Co., Montreal

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*



Mistakes. Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue Explains.

The R. McDOUGALL CO.

Galt, Canada LIMITED

"THE AYLMER ADJUSTABLE BASE LIFT PUMP"



This pump is fitted with our Adjustable Base and will accommodate itself to any and all surroundings. By this arrangement the spout can be instantly adjusted to any height above the platform, has our Siphon Spout and Reservoir Head, long heavy Handle with large Polished Steel Bolts, which insures Long Life and a Smooth-working, Noiseless Pump. This also makes a very desirable Pump for Drilled Wells.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

STOP DRIVING AWAY TRADE

Nothing the hardwareman handles will retain the family trade for him like a reputable stock of

Brooms, Brushes and Woodenware

If you are getting your supplies from BRYAN, you are getting a line of goods that never fails to please! and there's good profit, too, for you.

Thomas Bryan, Limited, London, Canada

*Western Representatives :—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***

WOSTENHOLM'S CUTLERY

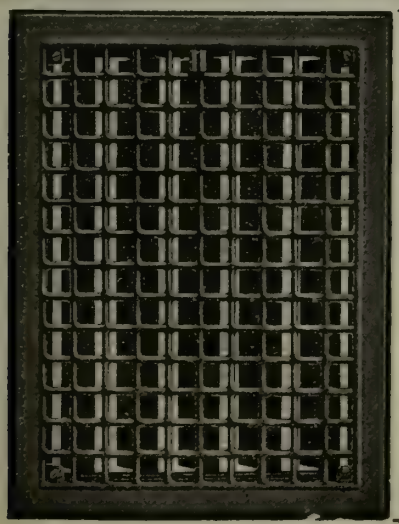
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.



DO YOU WANT

ANY

Oak Heaters
Tortoise
Box Stoves
Air Tights
Parlour Stoves
Base Burners

FOR
PROMPT
SHIPMENT?

Every possible variety.

If you want any of the above in a hurry order from

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.
Montreal, Winnipeg, Hamilton, Calgary.



GURNEY-OXFORD

"The Stove Sign of Highest Quality"

THE "O.K." STEEL RANGE, WITH HIGH CLOSET AND RESERVOIR.

Here's Another Winner

IN all the realms of stovedom you'll not find a range that has anything on the "O.K." It's a good one—full of points—good talking features. Dealers tell us that the "O.K." "*gets*" a customer's attention first time. That's how we planned it. After that the dealer should get real busy—that's his cue—the time when he can conveniently and with telling effect drive his arguments home. How that the "O.K." has double-lined oven door with heat retaining air-space—flue strip all round oven which guarantees an even baking heat—firebox that will accommodate a 24-inch stick of wood—grate that can be quickly changed from wood to coal use—removable firebox linings—large roomy warming closet, and so on. That's just a little jog-up for your memory's sake, Mr. Dealer. Don't miss what's going strong, and our hint to you of a sure thing is that the "O.K." is a certain winner.

THE GURNEY FOUNDRY CO., LIMITED

Toronto, Hamilton, Montreal, Winnipeg,
Calgary, Edmonton, Vancouver

ANNOUNCEMENT

TO THE

NORTH-WEST TRADE

The destruction of our Winnipeg warehouse and stock by fire on Saturday, Oct. 30th, means practically no interruption to our business, temporary quarters having been immediately secured, and cars of stoves which were on the way when the fire occurred, now in stock.
Further shipments have been rushed and are arriving at Winnipeg daily, so that your orders for

GOOD CHEER

STOVES, RANGES AND FURNACES

can be filled promptly and from a bright new stock.
The repair castings department will again be in running order in a few days.

Send on your orders as usual.

We have the goods made specially for your trade

The James Stewart Mfg. Co., Ltd.

of Woodstock, Ontario

Lock Box 1831, Winnipeg, Man.



DAVIDSON'S
"Premier Marathon"
STEEL RANGE

IS NOW A LEADER on account of its proved perfection and neat appearance

We have used heavier gauge steel than usual in making this body.

Special attention has also been paid to adapting the fire box for wood as well as coal and it will take comfortably a 28-inch stick.

The New Duplex Draft with which every "Premier Marathon" is fitted assures perfect combustion at both ends of the fire box.

This range has many other desirable features and the number of repeat orders received plainly show that the criticising public have found them satisfactory.

Write for Illustrated Circular.

Made only by

The Thos. Davidson Mfg. Co., LIMITED

MONTREAL and WINNIPEG

THE FLYER

PATENTED 1909

It means washing with the hard work left out



¶ A Big machine, Big in every way—Big in power, Big in speed, Big in ability to do the work, Big tub with a Big opening, Big seller.

Has simple, strong and accurately machined mechanism seated on steel ball-bearings. Is fitted with a large evenly balanced fly wheel that is easy to start and carries the action over its heaviest load with little effort. The entire working gear is attached to the cover and lifts easily with it. No troublesome connections to make.

Made Exclusively by

The Dowswell Manufacturing Co. Limited

HAMILTON :: ONTARIO



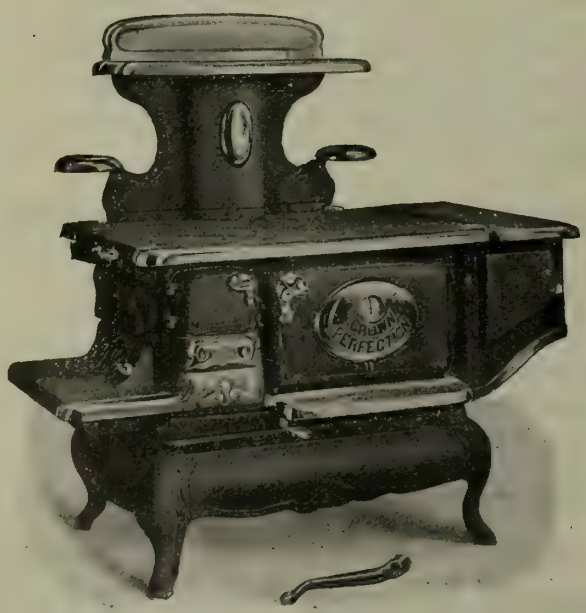
"JEWEL" STOVES and RANGES

The Ideal Jewel Heater
With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.
The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been redressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.
Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED
Hamilton, Canada



THE BIG TRADE WINNING LINE OF

Perfection Stoves, Ranges and Furnaces

is the most complete line on the market

Our Leading Range is

THE CROWN

A PERFECT BAKER

Send for our new Stove Catalogue and Price List, if interested

The Jas. Smart Mfg. Co., Limited :: Brockville, Ont.



Here's a Fine Seller

A fine big **FARMER'S BOILER** just like the picture in appearance and will boil water in 20 minutes. We have different weights and different sizes and you stand to make good money on the varieties that are suited to your territory.

Ask your **FARMER** friends when they come to the store if they wouldn't like something to save them money as a **BOILER** surely will. First of all write us for information about this boiler.

APPROXIMATE WEIGHT 225 lbs. No. 25; of No. 30, 311 lbs. **WE HAVE 25 GALLON POTS** only, which weigh 51 lbs. No up-to-date farmer can afford to be without one.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies in Toronto, Winnipeg, Vancouver, Calgary, St. John's, Newfld.

OLD

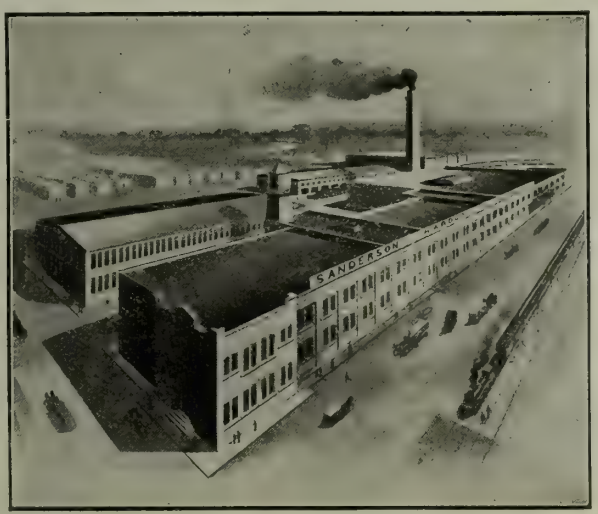
The name behind the goods.

The workmen.

The executive organization.

The prompt service.

The salesmen who start the new season this month.



OUR NEW FACTORY

NEW

The location.

The factory.

The machinery.

The added manufacturing facilities.

The 1910 catalogue is now being mailed.

SANDERSON-HAROLD CO., Limited

Refrigerators, Screen Doors, Window Screens

PARIS :: ONTARIO

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire
and
"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



If you are looking for perfection in your steam and gas fittings, don't look any further than

"DIAMOND BRAND"

You will find perfection of fit, threading and finish here!

SEE THE DIAMOND
WHOLESALE ONLY

THE OSHAWA STEAM & GAS FITTINGS CO., LIMITED
Oshawa, Canada

L. E. DUBUC
MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel
To Secure Good Results
Buy it for
Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited
Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

The Sliding Furniture Shoe
for Metal Beds



Pat. Feb. 9-09.

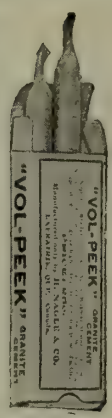


For metal beds, round or square posts, these Wishbone Bushing or long steel stems used in connection with Cone Washer, will retain itself centrally and can easily be removed. Made so as to fit any size of post. The ball and socket principle of joint allows Shoe to adjust itself to uneven surfaces, hence the shoe will slide where castors will not roll. Do absolutely no damage to hardwood floors, carpets or matting.

Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives: Coulson and Blaikie, Montreal, Que.
Western Representatives; G. W. Endress, Winnipeg, Man., E. R. Bollert, Vancouver, B. C.

Onward Manufacturing Co., Berlin, Ont. and Menasha, Wis.



"VOL-PEEK"
GRANITE CEMENT

WON'T wash clothes, but
WILL mend holes in every kind of pot or pan.

Every household in the Dominion wants "VOL-PEEK." Tell the women what it will do. It sells at sight.

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



Royal Polishes

are made in Canada, by Canadians, and yield Canadians a larger profit than any imported polishes, owing to the difference in manufacturing cost between this and foreign countries.

When buying polishes bear this point in mind.

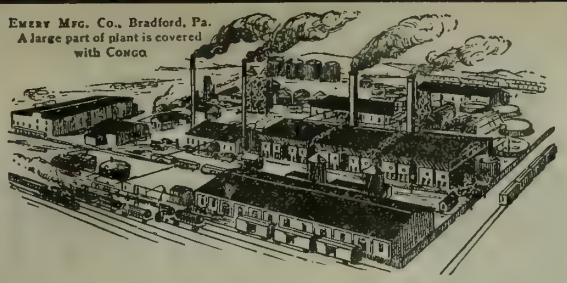
ROYAL POLISHES COMPANY
MONTREAL

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR
Cutlery
BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada
James Hutton & Company
Montreal



CONGO NEVER LEAK ROOFING

THE GUARANTEED ROOFING

One of the most attractive features about Congo is that you get a genuine Surety Bond with EVERY ROLL. This Bond is issued by the National Surety Company. EVERY roll of 3-ply Congo is guaranteed for a period of TEN YEARS if printed directions are followed.

Thus the buyer is protected for a long time by the strongest guarantee ever issued, backed by a Surety Company whose bond is as good as the Government's.

That Congo is made of the right stuff durable and lasting, is attested to by the fact that the Surety Company was willing to back it, and for so long a period.

Congo is really a better purchase than ever before.

In addition to the Surety Bond, we furnish with every roll GALVANIZED CAPS, instead of the tin caps or nails supplied by others. The galvanized caps can't rust or bend or break. Liquid cement is also furnished free.

We mean to get the roofing trade of the country and think these SPECIAL FEATURES will come pretty near landing it.

Send to-day for free Sample of Congo and a copy of the Guarantee Bond.

UNITED ROOFING AND MANUFACTURING CO.
PHILADELPHIA, PA.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal., Mechanics Supply Co., Quebec; S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N. S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.



Christmas Presents

How about stocking a selection from the following high-grade and presentable lines. They are splendid value and very seasonable for the XMAS GIFT TRADE



Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match safes, Etc.

BUFFALO MFG. CO., BUFFALO, N.Y.

Represented by

H. F. McIntosh & Co., 28 Toronto Street, Toronto.

Here We Are Again

The old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

HOCKEY STICKS



ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.

When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

PRESTON :: :: :: ONTARIO

"Brantford" "Roofing"

FREE

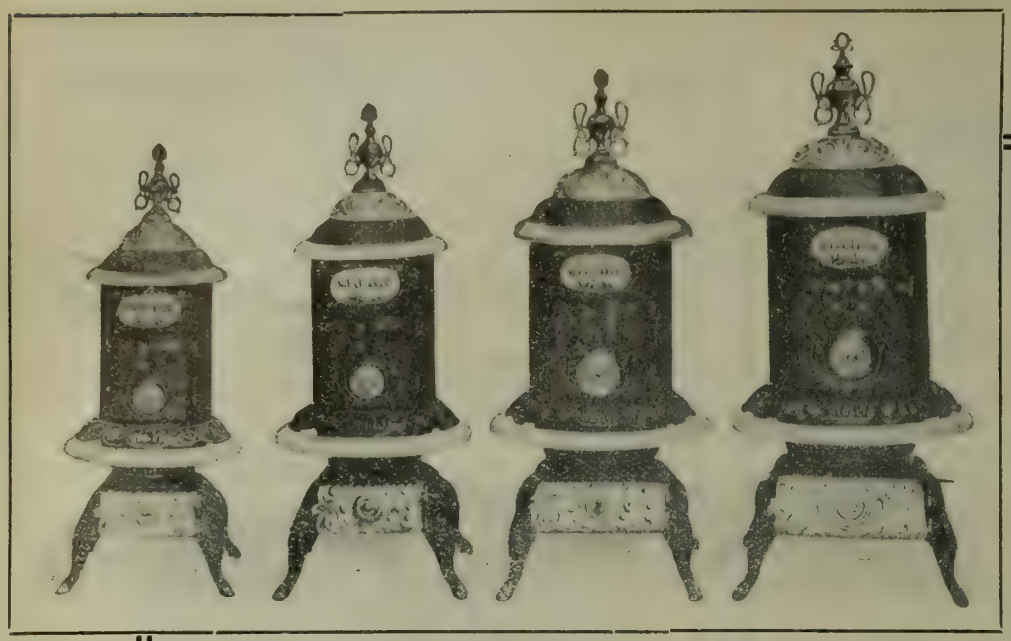
A Series of Retail Ads

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited
Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.



"EMPIRE OAK" STOVES

are made in four sizes and will burn coal, coke or wood. In point of efficiency, durability and economy they are second to none, and a feature that will appeal to you is their price, which is exceptionally low. Prompt delivery is guaranteed.

SEND FOR OUR CATALOGUE

THE CANADIAN HEATING & VENTILATING CO.

OWEN SOUND, ONTARIO LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

ENGLISH GLUES

Over fifty years' experience in the manufacture of

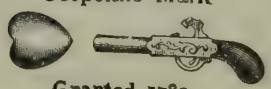
Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Corporate Mark



STAMPED ON THE GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS &c.

For Sale by Leading Wholesale Houses

"Always Reliable"

Gasoline Combination Slow Torches

(Patent Appl ed for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ

13th St., Newark, N. J.

DIRECTORY OF MANUFACTURERS

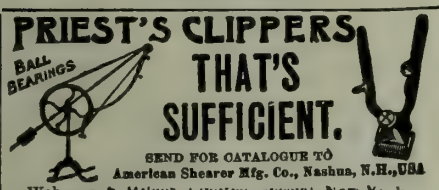
Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.



X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only b
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY !
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



FOODCOOKEDPROPERLY
with Hot Live Steam. All the goodness preserved. Cooking in sight all the time. Copper bottom and heavy tin. For use on Gas, Gasoline, Coal, Coal-oil, Charcoal or Wood Stoves.
Prices, etc. from the
COLLINS MFG. CO., TORONTO

MANUFACTURERS' AGENTS.

R. B. COULSON
Manufacturers' Agent
454 St. Paul Street : : Montreal
Successor to
COULSON & BLAIKIE
Connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

MANUFACTURS' AGENTS.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

J. L. BECKWITH & CO.
MANUFACTURERS' AGENTS
are open to consider British Columbia representation for good Eastern Agency.
Sample Rooms, Mahon Bdg., Langley St.
P. O. Box 774 VICTORIA, B. C.

T. W. HEMPHILL & CO.,
Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

The Manufacturers Sales Co.
MONTREAL
Frederick H. Reid, Manager
Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

METAL PRODUCTS.

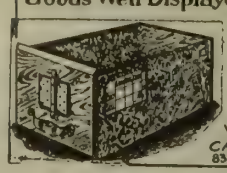
Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

TOOLS.

AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70 % Grinding; 90 % tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U. S. A.



PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont.
Phone, Parkdale 3188.

SOLDER

HOW ABOUT SOLDER?
Our Phone No. is Main 1729
We will be pleased to quote you
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL TANKS.

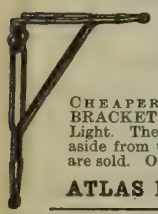


MAPLE EVAPORATORS
at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.
Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.
ATLAS MFG. CO., NEW HAVEN

STOVE REPAIRS.

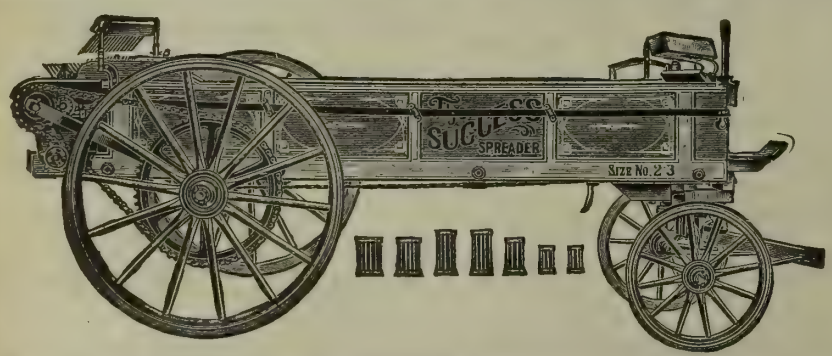
Phone College 4877
JONES BROS.
302 Christie St., Toronto
Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*



REPUTATION

AS MAKERS OF

Coal Oil Lighting Specialties

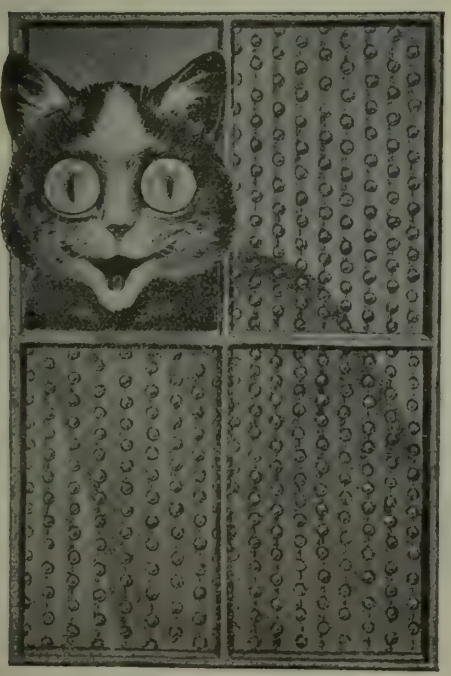
SHOULD COMMEND OUR

"BANNER" COLD BLAST LANTERNS

TO THE TRADE

THEY ARE FULLY GUARANTEED

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario



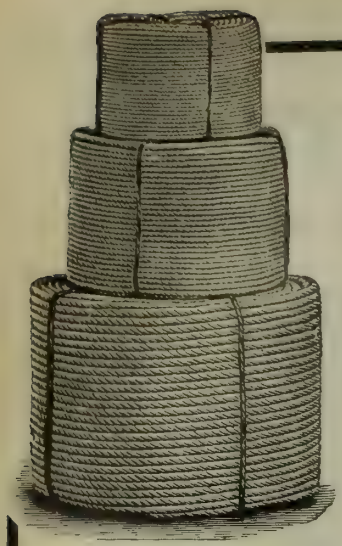
Cat's Eye Glass

This is the latest in Ornamental Glass. It obscures the view but not the light. Being made on a scientific basis it meets the present building conditions much better than the general run of flowery figured designs. Write our nearest office for price and sample.

The HOBBS Manufacturing Co., Limited

FACTORIES AND WAREHOUSE

TORONTO LONDON WINNIPEG



PLYMOUTH CORDAGE CO.

PLYMOUTH **WELLAND**

It is well known in a general sort of way that Manila rope is the best for most purposes. But there are many grades of Manila fiber.

The manufacturer may use in his rope hemp of poorer quality than good practice permits, yet he may still be entitled to call his rope "Manila" or "Pure Manila." Thus he can probably sell his rope at a less price. It is worth less.

"PLYMOUTH" rope is the rope of quality—is made in one grade only—has been the standard for 85 years.

In buying rope it is safer to specify "PLYMOUTH Manila," which means satisfaction always.

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO MONTREAL HALIFAX ST. JOHN WINNIPEG VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

PLAIN ENGINE LUBRICATORS

make a fine line to carry. They are very reasonable in price, and are used generally by threshers and engineers.

Put in a small order with your jobber.

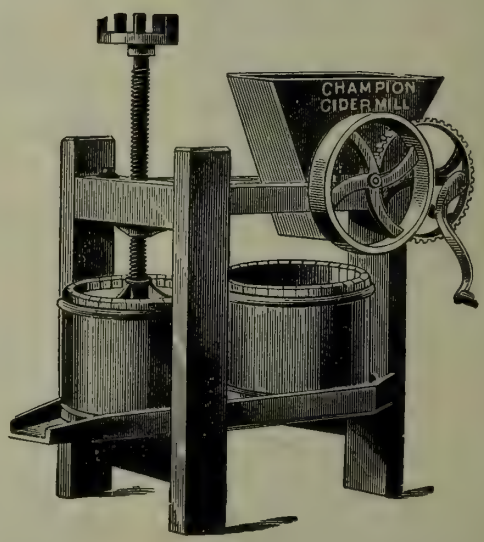
Be Sure You Specify Penberthy.

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

PLUMBERS' SUPPLIES

AND

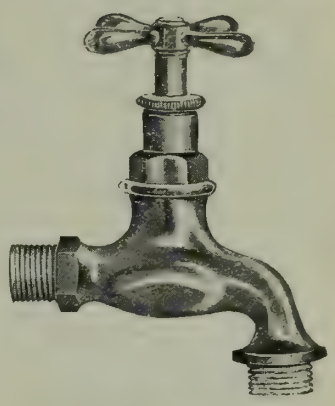
"QUALITY" BRASS WORK



We make our Plumbers' Brass Work of such quality and weight that your client will receive the durability and efficience he expects and (sometimes) pays for.

Try J.M.T. Cushion-disc Compression Cocks

They look well,
They're strong,
and they last.



J.M.T. Cushion-Disc Bibb Cock

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide St. West - - TORONTO

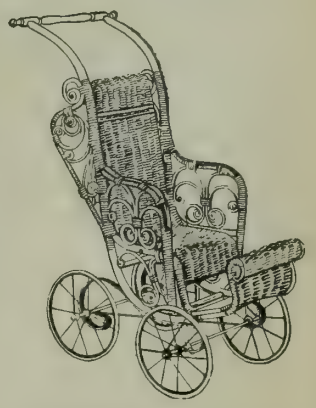


No. 295—Folder. List $7.50.

Throughout the year there is a never-failing demand for Baby Carriages, and those of the TORONTO Gendron CANADA make combine strength, lightness, good design and workmanship and wearing quality. Cut on left shows excellent folder in which body folds and wheels remain stationary, whilst that on the right is a Reclining Carrier of first-class finish with reed body. We recommend these as two splendid sellers.

MADE IN CANADA.

The Gendron Mfg. Co. Ltd. - Toronto



Reclining Carrier. List $11.40



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

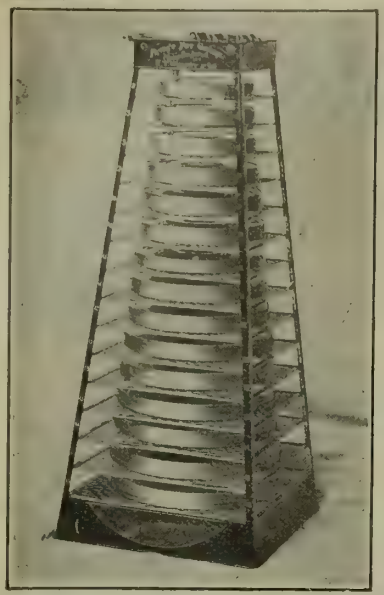
This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

SELL MORE POT COVERS

by setting in a prominent place in your store one of

Wright's Patent Pot Cover Stands

Containing 15 dozen of Wright's Improved Pot Covers, assorted 8 to 15 inches, with spring-in handle.



You have a demand every day for pot covers of various sizes. WRIGHT'S PATENT POT COVER STAND holds a full assortment, from which any size can be instantly selected.
Frame made of heavy gauge iron, well japanned; heavy tinned wire shelves. Compartments at top and bottom to hold handles.
Order one of these stands now, with 15 dozen assorted sizes Wright's Tin Handle Pot Covers. It will attract the attention of every customer who enters your store, and you will soon see the result in greater convenience and increased sales of these standard goods.

MANUFACTURED SOLELY BY

E. T. Wright & Co., Hamilton, Can.

Winnipeg agents: Merrick, Anderson & Co., Winnipeg, Man.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nails nd hardware specialties.

The McBrien Mfg. Co., Limited

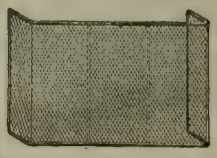
Dovercourt - - - - - - - Toronto

Oshawa Fireproof Building Materials You can gain buying from us everything in the line of Fireproof Building Materials for Exteriors and Interiors. Free Catalogue for the asking.

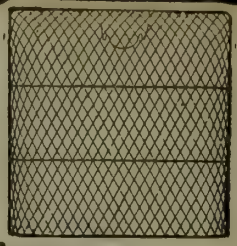
PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

SPARK PROOF FIRE GUARDS AND FEEDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



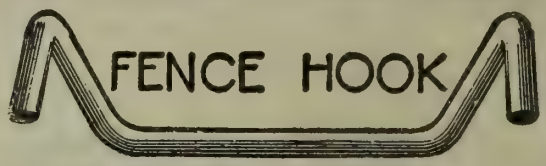
CANADA WIRE GOODS MFG CO., Hamilton, Ont.

We manufacture all grades of *Wire Cloth and General Wire Work.*

We solicit your inquiries.

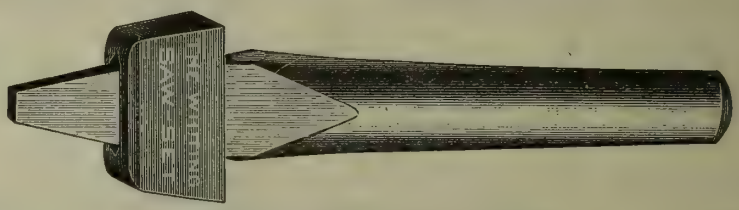
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For Fastening Wooden Picket or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



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None genuine unless stamped ***"Patented."*** Take no imitations.

If your jobber does not stock them, write us direct.

R. Dillon & Son, South Oshawa, Can.

SELL DENNIS IRON STABLE FITTINGS

There is a growing demand for them. Whenever new stables are being built or old ones remodelled or renovated, our stable fittings should be introduced.
They give the stable a modern, attractive appearance, make it thoroughly sanitary and wholesome—and they never wear out.
We make a special feature of this line and quote prices that make it possible to furnish a stable in a complete modern style at a very moderate cost.
Send for Special Booklet and Price List---with terms and discounts to dealers.

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Toronto Office, 103 Pacific Bldg.

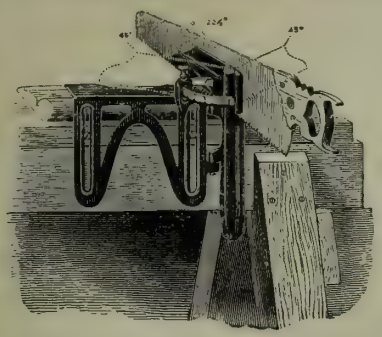
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Works: Don Speedway, also Victoria St., - - - TORONTO

MITER BOX—IMPROVED "SEAVEY"



Can be used on scaffold or ladder as well as on bench.
Lightest, Latest, Simplest and Most Accurate.
No special Saw required.
Can be folded and carried in tool chest.
Will cut any width of Miter
Makes perfect Joint.
Weighs only two pounds.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., Ltd., Montreal, Can.

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be m de so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, som what anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS', CABINET, FANCY AND NAVAL BRASSFOUNDRY

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Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

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Easy to grind as a watch to wind



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It does not tear or mash. It cuts

IT SELLS

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Dana Mop Wringer takes a Woman off her knees

The Dana Manufacturing Company · · Cincinnati, Ohio

Catalogue of 128 pages, showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.



IMPERIAL STANDARD SCALES

Wagon Scales from 3 to 15 tons capacity of the very best pattern and strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers.

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MEASURING TAPES

Linen, Metallic and Steel

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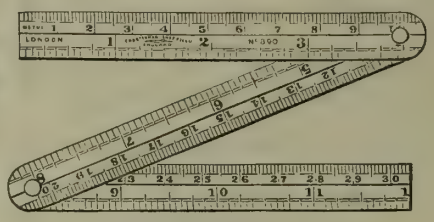
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TRE BLE



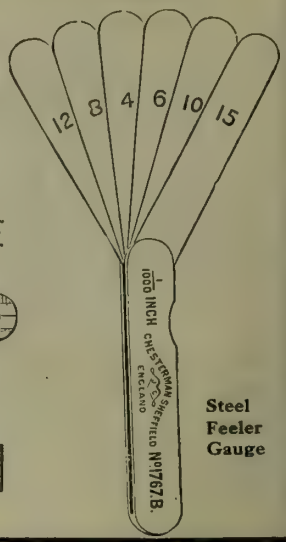
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Steel Rules, Gauges, etc.

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Steel Feeler Gauge



H. Boker & Co's Pocket Knives

are sharp, keep sharp and can be sharpened. They take the keenest edge and keep it better than any other.

Best Satisfaction to Dealer and User.

FOR SALE BY LEADING WHOLESALE HARDWARE FIRMS.



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

HOLIDAY PRIZE COMPETITIONS

OPEN TO CANADIAN HARDWARE MERCHANTS AND CLERKS

SIX PRIZES FOR WINDOW DISPLAYS

For the three best selling window displays shown in a city over 10,000 population, and for the three best in towns and villages under 10,000 population.

In each division there will be three prizes as follows: 1st, $5 in cash; 2nd, and 3rd, copies of "Hardware Window Dressing" (cloth bound) $2.50—making in all six prizes, totaling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, made up of articles usually sold in hardware stores, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

TWO PRIZES FOR HOLIDAY ADS.

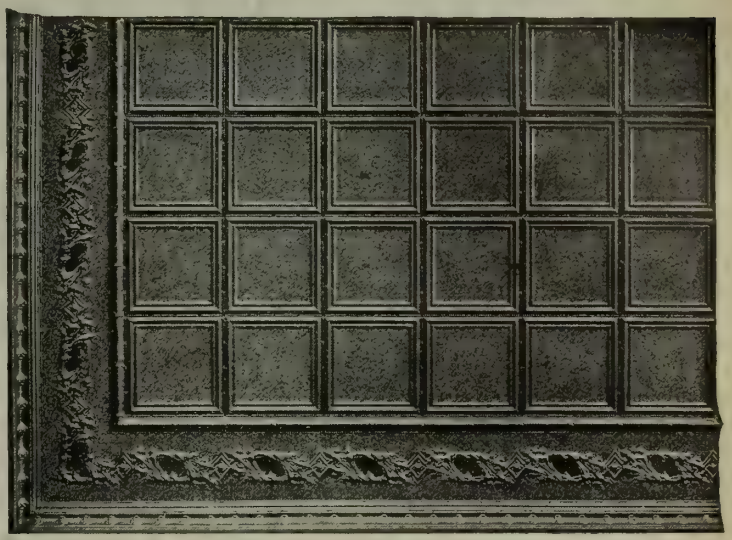
Two prizes of $5 each are offered for the best newspaper advertisements about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. As in the window competition, a division is made, one prize being open to those in cities over 10,000 population, and another to those in smaller places.

With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad, and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

Address: "The Editor HARDWARE AND METAL," 10 Front Street East, Toronto.

METAL CEILINGS

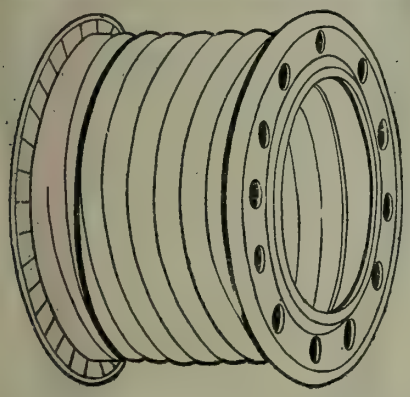


Before many years Metal Ceilings will be used almost universally. This is a wonderful field for the hardware dealer. Are you in line for the great development which is bound to come?

Our artistic Classified Designs will place you beyond the reach of competition. Write for a copy of our Free Trade Catalogue.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

O.K. THIMBLES

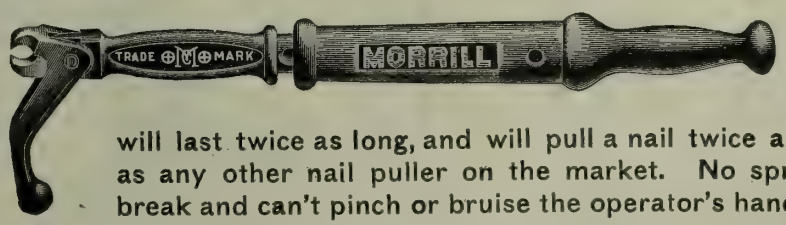


Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



This Nail Puller

will last twice as long, and will pull a nail twice as easily as any other nail puller on the market. No springs to break and can't pinch or bruise the operator's hands.

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CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

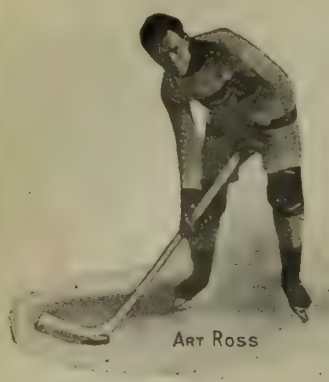
Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
313 New York Life Building - MONTREAL

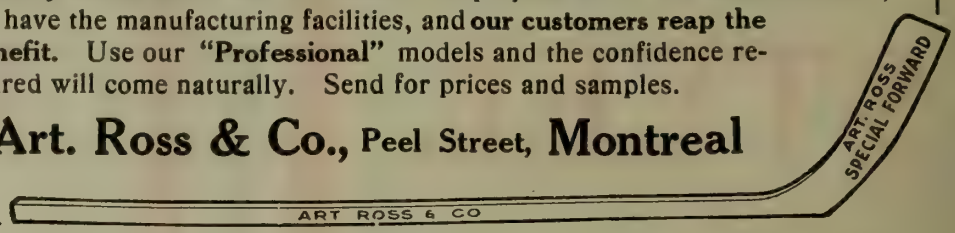
When writing to advertisers, kindly mention having seen the advertisement in this paper.



"Art." Ross Special Hockey Sticks

Practical experience and familiarity with all models used by players all over the continent, enable us to turn out our Special Hockey Sticks **in a class by themselves.** We know what the players want. We have the wood, we have the manufacturing facilities, and **our customers reap the benefit.** Use our **"Professional"** models and the confidence required will come naturally. Send for prices and samples.

Art. Ross & Co., Peel Street, **Montreal**



For the Fall and Christmas

trade do not fail to carry a stock of

BUSTER BROWN

Children's Summer and Winter Coaster Express Wagons and Sleighs.

Handy around any House, Store or Farm



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Manufactured by

The Woodstock Wagon & Mfg. Co.
Limited
Woodstock, Ontario

The JAS. STEWART Mfg. Co., Ltd.
Winnipeg, Man.
Sole Agents for Western Canada.

THE "DAISY" CLOSET

Easily Erected

Sanitary

Compact

Neat

Ventilated

All Metal

A Ready Seller



Just "fills the bill" wherever a Water Closet cannot be used.

Price $10.00

Write for circular.

Liberal discount to the trade.

The TORONTO FURNACE and CREMATORY CO., Ltd.
72 King St. East, - TORONTO



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA]

Order from your jobber or from us.

WHITE MOP. WRINGER CO.
Fultonville, New York





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

United States Steel Products Export Co.

MONTREAL

STEEL WIRE

IN ALL GRADES

QUALITY

OF ANY KIND

This is the only inducement we have to offer for your enquiries, and if that forms part of your requirements we should be pleased to quote you on any of our products, condensed list of which we give below.

Car Wheels — Forged and Rolled

Springs — Fine or Heavy

Wire Rope — All Kinds

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Wire Rods — Open Hearth or Bessemer

Rails — Standard or Special

Concrete Reinforcement — All Sized Meshes

Bars and Spring Steel — As Desired

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Hoops or Bands — Flared or Otherwise

Flat Wire — Special Hard or Soft

Forgings — Axles and Specials

Spring Wires — Any Kind

Splice Bars and Fish Plates — To Any Specifications

Switches and Frogs

And Other Special Work

SEND US YOUR ENQUIRIES

Dominion
IMPROVED & PROVED
Ammunition

WHEN a man fills his belt with ammunition he should assure himself that each cartridge is as perfect as human skill, ingenuity and careful inspection can make it.

DOMINION metallic ammunition is that kind. Made by Canadians for the whole world.

PRICES are right, goods are right. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal



KEMP'S LITHOGRAPHED STOVE BOARDS

Wood or Paper Lined



Assorted Colors

MANUFACTURED IN ALL STANDARD SIZES.
PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets Toronto, Canada

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

University Department of Commerce and Finance

University of Toronto Establishes Department to Replace Commercial Course—Two Year Curriculum to be Later Extended to Four Years—To Illustrate Business Principles and Methods—Graduates Entering Business Rather Than Professions.

The utilitarian conception of universities is broadening all over the world in accordance with the spirit of an age that is eminently practical. The mere aesthetic and idealistic are giving way to the concrete and the technical. The tendency is witnessed on all sides. The leaven of reform and improvement is working rapidly, permeating every avenue of education and, animated by the broad, tolerant spirit which characterizes it, the University of Toronto has added a new course to its progressive curriculum. It is one that will serve to make the institution more national in aspiration and usefulness and wider in scope and results. The course, that for the first time is presented by the great provincial seat of learning and designed to bring it into closer and more intimate relationship with the business and commercial life of Canada and its people—for after all we are a nation of workers—is known as the Department of Commerce and Finance. It replaces the old commercial course established a few years ago and is more extensive and thorough in its application, as well as more complete and comprehensive in its nature. For the present a two-year curriculum is announced, but it is intended eventually that the course shall run through a third and fourth year.

For years the MacLean trade papers have consistently and strongly advocated such a course for all our universities, and it is pleasing to record that the subject has at last received the attention that a matter of so great and far reaching importance merits, and a beginning made. In the inauguration of this move the University of Toronto is demonstrating that, under the guidance of President Falconer, the provincial seat of learning is growing more national in its work and worth and more in touch and sympathy with the development, spirit and expansion of the times than at any previous period in its long and honorable history. It is meeting the need and demand for a training for our young men that will fortify and equip them for the practical workaday world which surrounds them on every hand.

Object of New Course.

The object of the new course of Commerce and Finance is to fit young men for business—not in the sense of making them technical experts or masters of detail which, after all, can only be learned by actual contact and experience with things—but to give them a training in the illustration of principles and a mental discipline and grasp of affairs that will readily place them in a position to adopt and appropriate business methods and measures as soon as they leave college. It is well known that the trained and developed mind rules in all spheres of achievement and speedily comes to the front in all trying situations and difficult undertakings, in just the same way, that in technical success, higher standards and more efficient administration in any trade or calling the practical hand, the skilled arm and the quick eye have accomplished much.

Speaking of the new course, President Falconer said he could not as yet venture an opinion as to what advantage it would have upon the business interests of the country as the University was merely making a beginning at present, but he had observed that every year more and more graduates of the Arts course were entering business life instead of the professions, and the indications were that this number was likely to increase. The object of the University was to turn out well-trained men, thoroughly skilled and disciplined in a mental sense, who would view things on a broad base and be so admirably prepared that they would be in a position to become masters of their chosen calling, to realize its advantages and possibilities, and grasp its full meaning and significance. Some universities across the border have courses similar to that being initiated by the University of Toronto but such courses are open only to graduates and come under the head of post-graduate departments.

Business Men Consulted.

It is only after a thorough and extended series of interviews with leading business men, bankers, financiers and insurance men of the province that such a step is being taken. Dr. Falconer said that these interviews were on the whole satisfactory and many valuable suggestions of a practical character were offered. The faculty found it was desirable that if a young man was to realize the highest and best in any branch of business, he should begin at an age not later than nineteen. This was the general opinion of those consulted and accordingly a two-year course has been mapped out, at the end of which a diploma will be awarded as has been the custom in the commercial course which, as already mentioned, the new one is superseding. It is not intended however, that the student shall stop here but it is hoped that he will proceed to his degree in Arts. The diploma is granted him that he may begin his business career at the end of the second year of his course and that he may go on to his degree under the guidance of the University while engaged in business. In order that a young man may do this the lectures of the third and fourth year will as far as possible be given at times convenient to those students who are engaged during business hours and, on petition, exemption from attendance at lectures may be obtained in those cases where the student finds it impossible to be present.

A recent announcement issued by the University explaining the aims and purpose of the new department of commerce and finance, says: "Each year a number of graduates enter business for which they have found training in one or other of the honor courses of which political science and mathematics have afforded the greater opportunities, preparing for commerce, finance and other business occupations. A few years ago the University established the Commercial Course which has attracted a number of students every session, but the present time seems opportune for further advance, and accordingly the new Honor Course in Commerce and Finance will be begun in 1909-1910, with the object of providing training of educational value and instruction in branches of knowledge which are important in business. As in the Commercial Course, a diploma will be awarded to all those who complete the first and second years. The greatest freedom consistent with the maintenance of a uniform standard for the degree is permitted in the choice of options so as to meet the needs of students entering various branches of business."

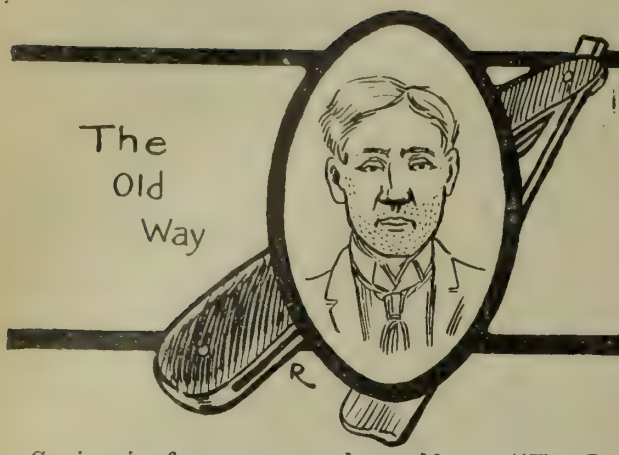
An idea of the comprehensiveness of the course will be conveyed when it is stated that the scheme for the first two years includes English, Latin, physics or chemistry, at least one modern language, mathematics and history, with such commercial and financial subjects as elementary economics, money and credit instruments, mathematics of finance and insurance, commercial geography and accounting. Many subjects are eclectic so that the student, whatever end he has in view or whatever business he may choose for a career, will be strengthened and trained in these optional subjects, but the ones already mentioned are compulsory.

The subjects from which selections will be made to meet the requirements of each student, will include:

Modern history, ethics, religious knowledge, history of economic theory, history of industry and commerce, banking and corporation finance, national and local finance, transportation, statistics, the calculus of finite differences, the infinitesimal calculus, the theory of life contingencies, the science of government, commercial law, investments, partnerships and corporations, company law, French, German, Spanish, physics, chemistry, geology, mineralogy.

Subjects Afford Wide Training.

At a glance it will be seen these subjects are such as to afford a scientific training in the theory of the different departments of business, and young men who look forward to banking, insurance, accountancy or actuarial work, as well as those who intend to engage in other branches of commerce or manufacturing, will find, among the options provided, an appropriate theoretical training. Judging by the results of the past and the outlook for the future there seems no doubt but that the new course is bound to become popular and well patronized, and to all young men, who take it up with the right attitude and object in view and apply themselves seriously and industriously to the work and subjects in hand, that it will be practical, useful and beneficial. In truth, it may be said that the end justifies the means, and that the utilitarian application of the University is nearer to-day than ever before.



Gillette's Safety R

**Interesting magazine sto
brings prosperity—Simp**

EVERY MAN SHOULD KNOW THE

Coming in from my usual weekly jaunt on a Friday night, I boarded the train at London. Tired and dispirited, I wanted to settle down for a quiet read, but every seat in the passenger coaches was occupied. Reluctantly, I made my way to the smoking compartment in a last vain hope, and there I found a vacant spot. I do not indulge in the weed myself, and knew that when I landed home with my clothes saturated with smoke, so to speak, I would hear from my wife. I was, however, not going to ride standing, and it was a case of Hobson's choice—the smoker, or nothing.

I have often heard of the pleasant informality and agreeable companionship of those who woo the pipe, and how tobacco—so kindred in its relations—levels all barriers and makes of its devotees that "fraternity of man," over which poets in past ages have sung. Opposite me were two men that I did not know, although I judged from their general appearance that they were apostles of the grip. One was a rather young, smooth-faced, dark-eyed fellow, with a pleasant speech. His manner was interesting, his smile engaging. Evidently he had the art of mixing with men and feeling perfectly at home. Neatly dressed, he was smoking in an attitude of leisurely indifference, and the aroma from his cigar convinced me that it was not a cheap brand. He gave every outward indication of personal prosperity, and of having booked many orders for his house that week. His companion was considerably older, rather shabbily dressed, and wearing a soft felt hat, that had evidently been dug up in the woodshed. His eyes were heavy, his boots dirty, his linen soiled, while his face bore evidence that for at least three days it had had no acquaintance with a barber or razor. He seemed restless and gloomy.

"Well, this is my last trip for the house," he remarked somewhat disconsolately, as he filled a briar pipe and proceeded to take a pull.

"You don't say," declared his companion with interest. "What's up now, Bill? You look as if you had a bad week of it."

"Yes, I sent in my resignation three weeks ago—was asked to do so—and, of course, it was accepted. Why the manager called upon me to hand in my retiring ticket I don't know."

"Can't you give a shrewd guess?" asked his friend suggestively, calmly surverying the seedy looking Bill from head to foot.

"No, I can't surmise at all," was the response.

"Who have they got in your place?"

"Oh, some dude of a fellow about twenty-five, who has not enough masculinity about him to raise a whisker. He's about as smooth a guy in manner



KING C. GILLETTE
Inventor of the Gillette Razor

and speech and face as you ever ran across. Why he looks like a fashion plate—not a salesman, rough and ready for any emergency."

"But see here, Bill, you are not down on him because he wears good clothes, a clean collar, polished shoes, and shaves every morning, are you? You must have something more than that against him to talk the way you do."

"Oh, no, I suppose not, but I tell you, Mr. Herman Peters, I never had time for any flummy diddles," he growled.

"But you will have now," answered Herman, and his reply was full of meaning, even to the dejected Bill.

"Explain yourself, sir," retorted the other with some heat.

"Well! I will. I was told by a man in the service of your firm that you were getting a big salary—$2,800 a year—and were a good salesman, but you have been warned several times to spruce-up—that you were not representing a rag establishment, or a hair-growing tonic, and yet you have gone on persistently and indifferently. My informant said that warnings seemed to have no effect, and now you find yourself out in the cold."

"Well, so long as a man feels comfortable it doesn't matter much how he looks, does it?" and Bill finding no confirmation in the eyes of the man next to him pulled more vigorously than ever at his strong smelling pipe, and shot an inquisitive glance at me.

"I don't agree with you, sir," I replied, "stranger though you are to me, and I don't want you to interpret my remarks as in any way personal. I have always found that prosperity begets prosperity, that if you look as if you are run down at the heel, people are naturally inclined to think so. A man is often as he feels. I used to be an advertising solicitor before I got my present job, and my firm sent me over to England one summer to get some business there. I wore a hard felt hat, a turn down collar, and a comfortable, easy fitting suit of clothes. I was presentable enough, but I found that I could not get in to see many of the big managers, whose ear I wished to reach. On one pretext and another—some of them decidedly flimsy—I was turned down. The situation was distressing, and I was chagrined. Then a friend met me one day and told me the reason—that, when I was in another spot, I must do as they did: 'Don a topper, put on a Prince Albert, patent leather shoes, a pair of suede gloves, and see what a transformation there will be in your reception.' I did so, and sure enough, thus rigged out, I secured the entree to many private offices, admission to which had previously been denied. Yes, sir! it worked like a charm."

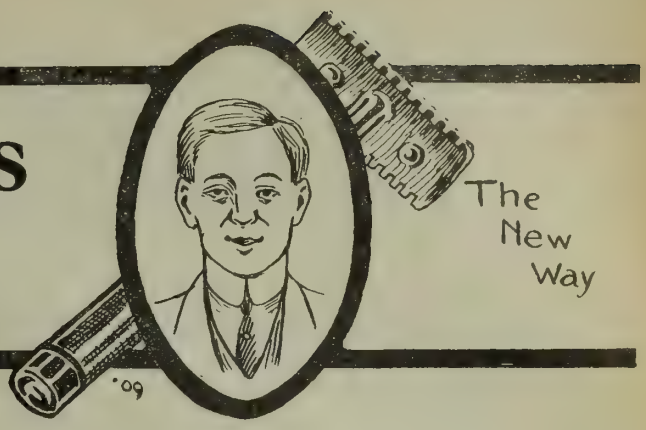
"That may go all right across the pond," answered Bill, "but things are different in this democratic country. I never had any time to personally titivate."

"Well," remarked Peters, "I take fully three-quarters of an hour every morning to complete my attire."

zor Again Triumphs

f truth—How Gillette's Razor
le of how to win life's battles

TORY "IN THE SMOKING CAR"



"You might be calling on customers and corralling several good orders in the time it takes you to dress," was all the sympathy he got from the older drummer.

"Oh, I get up early and follow a routine," continued Herman, "I polish my shoes, wash, shave, and take a cold plunge. Lost time—not a bit of it. When I sally forth I feel as fresh as a daisy."

"Sure," said I, chiming in, "it is as natural now for me to shave every day as it is to wash, button my collar, or adjust my necktie. Many men think that scraping the fuzz off their faces is an accursed nuisance. They are inclined to let it go rather than attend to it.



Pocket Edition
Basket Pattern—Metal Case, Velvet Lined
No. 501 Triple Silver Plated Case and Razor $5.00

They have no regularity about anything. I used to look upon the procedure in very much the same way."

"What caused you to change your mind?" pursued Bill, who was evincing more interest in the conversation.

"Well! it was this way: I am now fifty-four years old, and have been thirty on the road. I used to visit barber shops whenever I got a few minutes, and the barbers wheedled me into the belief that I could not shave myself, although I often thought I would like to do so. They told me my beard was awfully wiry and tough, and my skin too soft, and tender. One day—it was dreadfully hot—when evening came, I was pretty well fagged out. I sat down to do a little thinking, and while ruminating over the past I formed a definite resolve.

"Well, to go on with my yarn, I found that averaging the time taken at twenty-five minutes a day for three hundred days in a year, and extending over a period of thirty years, that I had just spent 3,750 hours in tonsorial parlors. Reckoning the ordinary working day at eight hours, I was appalled to learn that I had passed 470 days, or a year and a half of my life in a barber shop, not to mention the cost. I thought what an awful waste of time, what a sacrilege of opportunity! Then I bought a good safety razor, found that I could clean my face in seven minutes, and it was done for the day. I had not to be the servant of any man, or await his beck and call. I did not like the thing at first, naturally I had a prejudice against it, but I gritted my teeth and said 'if so many others find you a true friend, I am sure that I can.' The fourth morning I got on to the hang of the thing, and in a week I was an expert at its use, and from that day—three years ago to the present—I have never let a barber do anything for me except to shear my locks, and I have never missed my morning shave. It is just as natural for me to pick up that little, keen-edged, sanitary instrument, as it is for me to put on my shirt—and no more trouble. I never invested five dollars that yielded me so much happiness and satisfactory results.

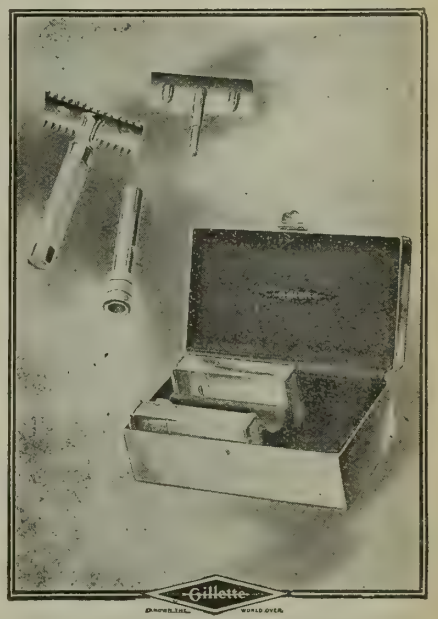
"And what's more, if anyone told me that this little device would prove such a friend, I wouldn't have believed him. I tell you, Bill, I was so interested, that when in Montreal, my attention was attracted to the Gillette factory. There and then I determined to visit it. The visit certainly explained the perfection of my little safety. The material used and the workmanship was a revelation to me. Every part used was a proven necessity, and so finished as to insure a perfect razor.

"The Gillette people make some pretty strong statements in their advertising, but I can tell you I do not believe any of them are exaggerated, either about their razor or their factory."

"What make did you say it was?" interrogated Bill, who had become immensely interested in my personal narrative.

"It was a Gillette. Why do you ask?" I ventured.

"I say, boys," he exclaimed as the trainman shouted Woodstock, "I have to leave you here. I am about to turn over a new leaf."



Indestructible Standard Razor
Metal Case, Velvet Lined
No. 460B Nickel Plated Case, Triple Silver Plated Razor $5.00

"How's that?"

"I'm going up town to get one of those articles you just told me about, and also a new job."

When I met him two weeks later, I scarcely recognized my former casual smoking car acquaintance. He was radiantly happy. "Say," he shouted across the street, "I got both those things. I'm a new man now."

—Reprinted from Busy Man's Magazine.

Construction of a Christmas Window Display

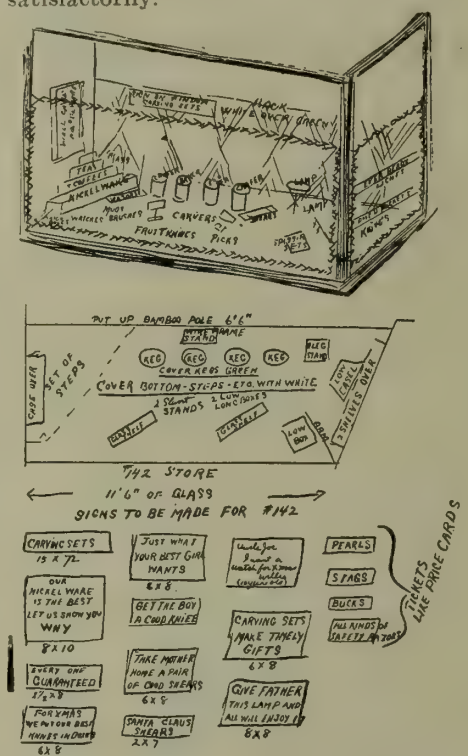
Window Display Methods of a Hardwareman Who Plans His Work Ahead—Displays Adapted to Specal Seasons as They Come Along—Rough Sketch Prepared Showing Where to Place Goods—Helps in Speedy Arrangement of New Display—Seasonable Displays in Canadian Stores.

Nelson S. Haskell, who looks after the window trimming in a New England hardware store, has a system to his work which ought to suggest ideas to Canadian hardware clerks who take an interest in making their windows sell goods. One of his last Christmas windows was shown in the Iron Age together with the accompanying sketch prepared beforehand to help in arranging the display with as little loss of time as possible. By having his ideas mapped out and his material ready he can go ahead rapidly with the work without wasting time in studying the general arrangement or wondering what he should put in next.

Mr. Haskell usually takes pieces of wrapping paper and jots down the larger and more important articles or lines to be included in his display, sketching the idea out roughly and adding details as they come to mind. Sometimes, of course, the sketch is drawn over a number of times. He then takes up the matter of signs, noting what will be required, and also makes a note of and has constructed any boxes, stands or steps of special shape. In the store is a large stock of such stuff on hand, for everything is saved that promises to be of future use. There is a place reserved in the cellar for these supplies and in a closet are two racks, one for home made signs and one for display cards furnished by factories.

Saving Time and Labor.

The practical features of this method are obvious. The drawing does not need to be carefully done, and always saves much cogitating and considerable time and labor on "window day." The boy has the window cleaned out and washed by 10 o'clock in the morning, and usually noon sees it fully dressed if two men are detailed to work on it. Mr. Haskell has found that after a little experience, junior clerks can dress the windows and carry out his ideas satisfactorily.



Rough Sketch for Window Display.

Making a Holiday Window.

Perhaps the most distinct and helpful information regarding Mr. Haskell's practical methods may be gained by a study of the reproduction of one of his rough plans. In addition to the rough plan and list of signs to be made, shown in the sketch, a list of the price cards required was also made up, which was as follows:

Price Cards.

$ .05	1
.10	4
.15	2
.20	2
.25	15
.40	1
.50	12
.60	2
.65	1
.70	1
.75	10
.80	1
.85	1
.90	2
1.00	15
1.10	1
1.15	1
1.25	5
1.50	5
1.75	1
2.00	4
2.25	1
2.50	5
3.00	3
3.50	3
4.00	2
4.50	2
4.75	1
5.00	3
5.75	1
6.50	1
8.00	1
8.50	1
10.00	1
12.00	1
16.00	1

A great deal of stress is laid on the matter of signs and price cards, which are carefully prepared, freely used and are found to be very valuable in increasing the selling power of the display.

SEASONABLE HUNTING DISPLAYS.

Creeper & Griffin, Owen Sound, a young firm who have built up a large trade in a short time, recognize the advantage of making seasonable window displays. They have an attractive



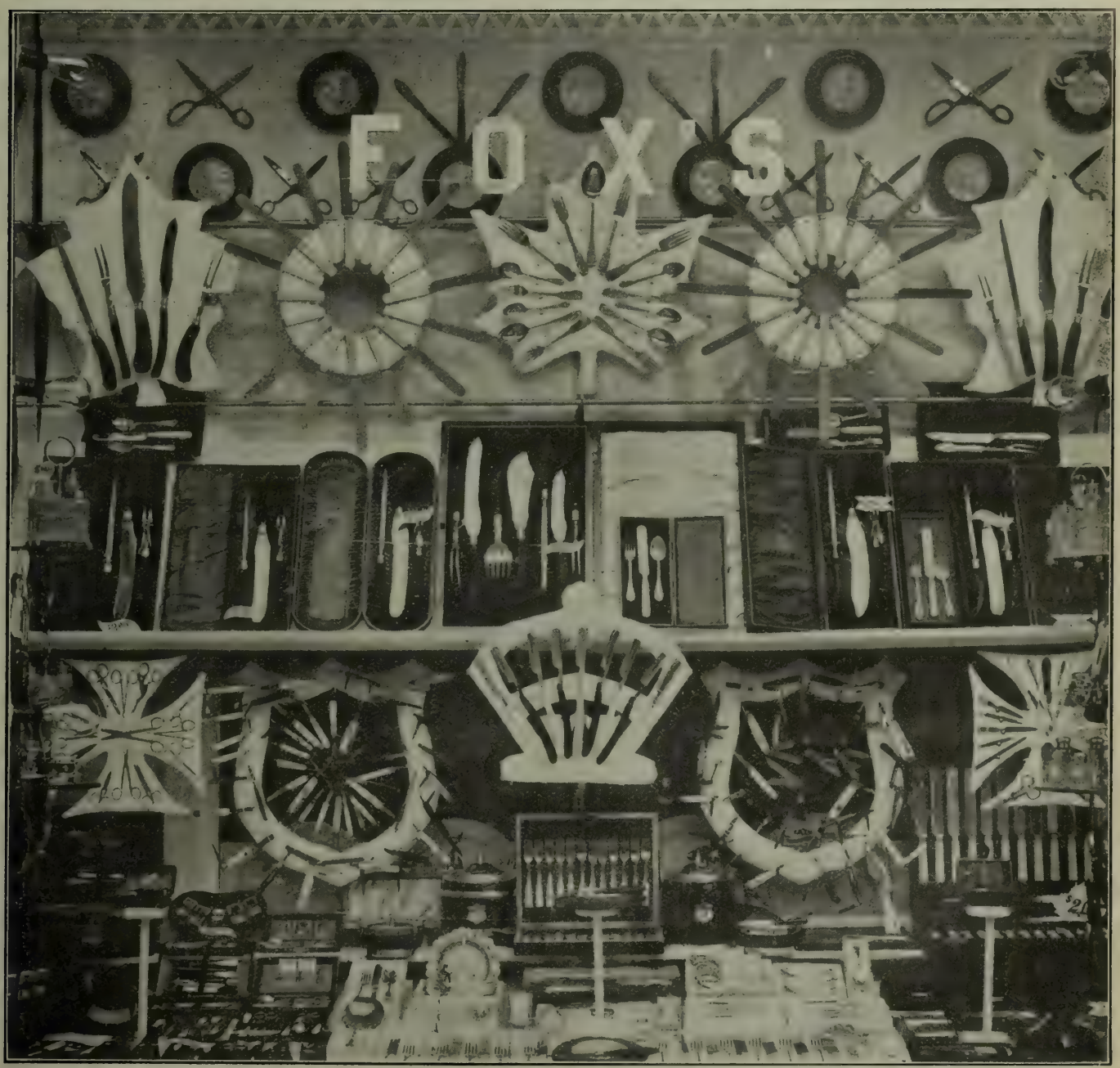


Hunting Window by Creeper & Griffin, Owen Sound. Thanksgiving Display of Marshall Hardware Co., Medicine Hat.

store front with two good-sized windows, the top being fitted with prism glass for lighting the store.

Two weeks ago they devoted one window to lumbermen's goods, saws, axes, etc., and at the same time made the hunting scene display reproduced in the accompanying illustration. It can be criticised from the standpoint of being overdone, as no hunter in recent years has been fortunate enough to meet so many deer, moose, etc., peering out of the bush—half the number of deers' heads would probably have been more effective, especially as figures of wolves, wildcats, squirrels and birds were also shown. The general idea of the window, however, is good, the brush being thick enough to impress the forest scene upon the mind and make the window realistic. Good taste is also shown in confining the display of hunting goods to three or four guns and rifles, a couple of hunting knives and a few boxes of ammunition. Too often the effect of a scenic window display is spoiled by the attempt to display too many articles from stock or by including too many signs or price cards.

The average customer likes to know what he will have to pay for a thing before he enters the store. This is but a natural desire on his part, and it is only business to recognize it. When the display is accompanied by a scenic arrangement, this rule does not apply. The elaborate scenic effect does not appeal so much to the business as to the sympathetic and emotional side of human nature. Then, price becomes a secondary consideration, and its intrusion amidst such surroundings is apt to jar. The object of the scenic effect is to create a desire. If it succeeds in this its aim is accomplished, and very satisfactory sales will result in due course. The effect of all displays is greatly enhanced by giving them a solid background.



Holiday Cutlery Window, Dressed by W. B. Christopher, with Fox's Cutlery Store, Victoria, B.C., last Christmas.

THANKSGIVING DISPLAY.

Herbert S. Doan, who has arranged some fine displays for the Marshall Hardware Co., Medicine Hat, put together a novel Thanksgiving display in which he used fruit, grain and vegetables.

The back of this display was black sateen with white moulding for borders, and worked across the back with white cotton rope was the word "Thanksgiving." Four inch tile painted white were used in the centre and on either side wheat projected from the top of these. Yellow sateen cloth covered the ground

of the display. Carvers, dessert knives and fork sets, manicure sets, and similar lines were shown, vegetable and fruit lar lines were shown, vegetables and fruit being mixed through the display. two upright arches of lattice work were painted white and trimmed with corn and apples. In the lower and front of the window, silver spoons were stood against brass extension rods.

The arches were serviceable in attracting attention to the display, but in the photograph they detract from the goods displayed and prevent the goods in the background from being seen to best advantage.

CUTLERY WINDOW AT VICTORIA.

W. B. Christopher, salesman in Fox's Cutlery Store, Victoria, B.C., has a very shallow window to work on but in the accompanying picture of his last Christmas display it will be seen that he has overcome this by the use of shelves and hanging dsplays, gotten up in the form of shields, maple leaves, crosses, etc. An elevated platform or triangular stand in the base of the window on which the small articles of flat ware could be shown to better advantage, would have improved the window. The display, on the whole, is commendable and contains many ideas for those who are planning holiday windows for ths season's trade.

Price tickets are used on some of the lines, but in such a display as this, made at the time when the streets are lined with people intent on present giving, it is questionable if too many price tickets can be shown. Certainly, if the tickets are small and do not hide the goods, it would be good policy to have the price marked in plain figures on each article of case goods, each shield, and each sample shown.

HARDWARE PATENTS.

The following is a list of Canadian patents issued by the Canadian Patent Office on October 17, 1909, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa.

121273. A. P. Boyer, Goshen, Ind., fireless cookers.

121308. H. K. Hillon, Omaha, sash locks.

121312. M. Johnson, Minneota, Minn., animal traps.

121313. W. Jones, Prince Albert, cable clips.

121317. G. F. Kilmer, Nogales, Arizona, nut-locks.

121334. J. H. Miner, Lumberton, Miss., insertible saw-teeth.

121339. K. A. Owen, Ottawa, cooking utensils.

121372. F. C. Tambling, Stevens Point, Wis., lock-nuts.

121385. F. A. Hoya, Milwaukee, self heating hydro-carbon sad irons, Modern Specialty Co.

H. Oldland, Fernie, B.C., has secured the contract for installing the sewerage system at Macleod, Alta.

Business Methods of Canadian Hardwaremen

Novel Window Display at Vancouver—Use of Catchy Terms in Making the Store Popular—Encouraging Farmers to Trap Fur Bearing Animals—Clerks Using Saving Accounts—Methods of Western Merchants.

A LARGE ADVERTISEMENT.

Boissevain, Man., Oct. 28.—A recent advertisement gotten out by Johnston Bros., of Boissevain, has been commented upon freely here. In addition to their regular ad. in the local paper, 6½ x 10½ inches in size, in which they announced shooting supplies, food choppers and washing machines, quoting prices on each line shown, they had a full page insert, announcing Sherwin-Williams paint, sewing machines, cream separators, stoves and ranges, electrical fixtures, etc. Johnston Bros. have stores at Boissevain and Minto, and it was a good fall announcement for them.

W. G.

CLERKS USING SAVINGS BANKS.

St. John, November, 2.—"My clerks all keep a savings account," said a St. John retailer recently. "I make it a condition in employing a new man, that he deposit part of his salary every week. They soon get in the habit of it and I find it the surest way to prevent debt and dissipation among my employees."

This is a suggestion which will help both employer and clerk, and harms no one.

C. G.

CARE IN ADVERTISEMENTS.

Montreal, November 2.—Many merchants make the mistake of trying to put the names of half their goods in an advertisement. One of the most judicious advertisers among Montreal retailers recently commented on this fact. "I always specialize one or two good lines each issue and devote my space to their exploitation. It pays best in the end. People haven't time to use a magnifying glass on small type items."

A. B.

TRAPPING SCENE IN WINDOW.

Brantford, November 2.—With the first snow of the year, just a few days past, the call of the trapper is heard by the enthusiasts all over the province. Never before have fur prices been so high, and from the present indications it would seem as if the coming season would be a good one—for the hardwaremen and the trappers, if not for the fur-bearing animals.

A. Ballantyne, the Colborne street hardware dealer, ever to the fore with new ideas in window trimming, this week shows a window that is calculated to stimulate interest in the pursuit of the wily fox and mink. The window at first glance, shows a corner of a bush, near which flows a small running stream. Hidden behind the board fence, typical of many farm fences, and screened behind friendly cedars, a red fox is seen peering through the palings, with an eye awaiting any signs of danger from his eternal enemy, the dog, accompanied by its master. In the foreground, a mink is seen coming out of the water, making for its "nest" in the water-worn side of the bank, only to find a steel trap set cunningly before the entrance to its abode. Overhead is a row of steel traps, with dragging chains.

On the boards of the fence are painted the prices for various pelts by local dealers, ranging from 50c to $1.75 for skunk, to $2.50 to $3 for fox. A sign overhead bears the words, "Little trouble, little expense, good profits." The window was designed and trimmed by George Blott, and reflects much credit upon him, as well as upon the Oneida Company, who supplied the idea.

A. W.

CARTOON WINDOW DISPLAYS.

Vancouver, October 30.—Tasteful decoration in windows marks the hardware stores in this city. Of late, special attention is being paid to this important display feature, and the windows of the hardware stores are as attractive as any of the high class dry goods stores, and second to none in the city. Time was when it was enough for a hardware dealer to place anything in the window, but it is being generally recognized that even in such staple lines as hardware there is business that can be secured with a little going after, and there is nothing like an attractive window to catch the eye. It is an advertisement pure and simple.

Well arranged exhibits are constantly seen in the windows of J. A. Flett, George Hunter, and others, but it is doubtful if more "local color" is put into displays than shown by W. H. Jeffery, dresser for McLachlan Bros. This week he has a Thanksgiving window, in which current topics of discussion, such as the Second Narrows bridge, etc., are worked in to advantage. The critical artist might find fault from a technical point of view, but as an eye-winner it must be said that it fills the bill. McLachlan Bros. deal in stoves and general hardware, but this window is a sort of specialty and is being looked for, not so much to see what goods are being used in the make-up, but simply as a sort of cartoon. For that is what it really is, a take-off on current topics, and considerable ingenuity is displayed in utilizing trade articles in the construction.

Specialties are always in line, and it is noticeable that many dealers are each taking up a particular line. For instance, with Flett's it is a Saturday afternoon display of tools, when the

workingman has a chance to see them, and a sporting goods window, always with prices plain. With George Hunter, it is malleable ranges and builders' hardware, and with Hodgson & Stearman, it is also malleable ranges. These are only instances, but the success these down town dealers have had in pushing the sale of a specialty, with general goods as a follow-up, show what can be done in making a feature of some one thing. With any special article thus featured must go an uncompromising guarantee, for it is only in absolute satisfaction that a good name can be securely obtained. It may be easy to effect a sale, but the point is to hold the customer steadily for general trade.

R. B. B.

THANKSGIVING DAY SALE.

Brantford, November 3.—Watt & Squire, who follow the departmental store style of advertising, had a three column "Two Day Thanksgiving Sale" a week ago, about two-thirds of the ad. being shown in the accompanying illustration. It began: "Saturday Savings—Big two-day Thanksgiving sale—Thanksgiving time for you. Look over the list—it will save you money. The prices are good for Saturday and Tuesday only." At the bottom the display read "The Big Hardware Store, Watt & Squire, Brantford," and these two catch phrases in rule work: "See our Windows," and "Watch for Quality." This class of advertising holds the trade in town and is a good feature in meeting the competition of Toronto and Hamilton departmental stores.

W. E.

ADVICE FOR THE JUNIOR CLERK.

Ottawa, Nov. 2.—"Did you see those signs and booklets? Well, they are invoiced and certainly came with the goods. They must be somewhere!"

The dealer showed the invoice, upon which was plainly typewritten the fact that some special advertising signs and literature accompanied the shipment. A search through the pots, pans and small boxes failed at the time to reveal the articles, and instructions were issued to look in the cellar, where the packing had been thrown.

Is the fault with the boy? Let the boss take him into his private office, or to some quiet corner of the store, and there tell him he expects him to take an interest in the business, that a certain work is his particular portion and on the thoroughness of his work depends his ultimate success. Make the boy feel that the duties, though apparently menial, are essential to progress, and that his work is just as valuable to the business, proportionately, as the highest salaried clerk. He'll see it and the store will be benefited by it. Boys must keep their eyes open, concentrate their minds and use their brains and hands for the purpose for which they were provided.

T. E. M. H.



A Saving in Buck Saws—The popular Happy Medium, 30-inch tempered steel blade, filed and set ready for use, vermillion painted hardwood frame, sale price 41c

Use Jap-a-Lac—Wears Like Iron—Sixteen Colors



Do You Carry Your Lunch? If so, here is a chance to buy a first-class Lunch Box at a low price. Made of special fibre, waterproof, sanitary, indestructible, cowhide, strap handles, reinforced ends, sale price 12c



A Flier in Coping Saws — Nickel plated steel frame, 6-inch blade, complete with one dozen saws, always sold for 30c, sale price 19c



A Good Floor Broom—14-inch solid block, nicely stained and varnished, best quality selected fibre, regulation length handle, sale price..... 67c



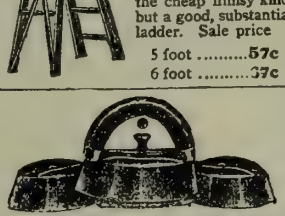
Our Moneyworth Rubber Heels are made of pure rubber, regulation thickness, will not crack, holes punched ready for putting on, complete with nails, all sizes, ladies' and gents', per pair..... 17c



A Bargain in Step Ladders

Made of all clean Norway pine, is well braced and bolted, adjustable pail shelf, not the cheap flimsy kind, but a good, substantial ladder. Sale price

5 foot 57c
6 foot 37c



Mrs. Potts Sad Irons—Full nickel plated, three double pointed irons, detachable, always cool handle, and stand, all best quality, only one set to a customer, sale price, per set..... 89c



All Sizes of Fish Globes, made of the best quality clear crystal glass, we carry all sizes from ½ gallon to 3 gallons, also the little castles to put in them, sale price, ½ gallon 19c, gallon..... 36c



Flower Pot Brackets—A good solid bracket, with 5-inch dish and 6-inch arm, nicely finished in Berlin bronze, complete with screws, sale price 18c

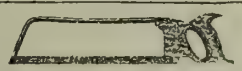


The Universal Food Chopper is the best manufactured, has four cutters, fine, medium, coarse and nut butter, is easily cleaned, fully retinned. This size will chop a pound a minute. Sale price..... 1.19



A Bargain in Expansive Bits — Clark's pattern, large size with two steel cutters, one cutting from ⅞ to 1½ inches, the other from 1½ to 3 inches, regular $1.50 value, sale price..... 1.12

Curry's Levels Are the Best Made—See Them.



A Handy Kitchen Saw is this one, with 14-inch tempered steel blade, filed and set ready for use, with applewood handle, well fastened on, price..... 19c

Try Ironamel on Your Gas Stove—Will Not Burn Off



Cut Up Your Old Glass with one of these Glass Cutters, carbonized steel disc with japanned and polished iron handle, 3 breaking teeth, sale price..... 9c

Use Ironamel on Your Gas Stoves—Will Not Burn Off.



Sliding T Bevels—10-inch tempered steel blade, anti rust finish, stained handle, brass tips, flush thumb screw, regular 40c value, sale price..... 24c



Fix Up Your Doors with one of these Lock Sets, regular size rim lock, japanned finish, malleable key, easy spring, complete with screws, escutcheon, etc, and either white or black knob .23c

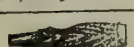


Do Your Own Shoe Repairing with one of our Ideal Cobbler's Outnts, comprising the following: — 1 heavy standard, 3 lasts, 1 each men's, women's and boys', 1 hammer, 1 knife, 1 peg awl, 1 sewing awl, 1 peg awl handle, 1 sewing awl handle, 1 package heel nails, 1 package clinch nails, with full directions, sale price..... 48c

Johnson's Wood Dyes give the Proper Finish



You Will Save a Lot of coal if you fit up your doors and windows with Frost King Weather Strip, made of heavy felt, 25 feet in a package, easily applied, complete with nails, sale price..... 42c



A Saving in Chisel Handles—Tang or socket, second growth hickory, leather tipped, 3 thicknesses of sole leather, assorted sizes, regular 10c value, sale price ..... 4 for 25c

Try Our Gutta Percha Roof Paint—Stops All Leaks.



Sift Your Ashes and thus save a considerable quantity of fuel. This Sifter is 12x15 inches, substantial frame, 1 inch thick, stained finish, good wire bottom, sale price 15c



A Snap in Coal Hods—Made of good heavy stock, 17-inch (the large size), open mouth, nicely japanned, price..... 19c



Don't Borrow Your Neighbor's—, but Buy a Hand Saw for yourself. This one is regulation length, 26 inches, made of best quality English steel, assorted teeth, applewood handle, 3 brass screws, regular $1.25 value, sale price..... 71c

Now is the Time for Window Glass—We Carry All Sizes.



Do You Get Correct Weight? Buy a Spring Balance and always be sure of it. This one is fully guaranteed, heavy brass dial, government stamped, will weigh from ½ to 25 pounds, sale price..... 43c

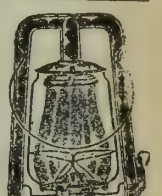


Oil Cloth Binding —The popular 8-4 size, both in zinc and brass, 3-8 inch wide, with turned edges, holes punched for nailing, complete with four fancy corners and nails, sale price, zinc 13c, brass..... 18c



The Best Furniture Polish and wood beautifier is Liquid Veneer. Removes all dirt, dust, dullness, etc., and leaves the article with a high brilliant finish, will not harm the finest piece of furniture, put up in two sizes Ask for free sample.

Small size 19c
Large size..... 38c



Let There Be Light with one of these genuine Cold Blast Lanterns — Automatic side lift, large size burner and globe, outside filler, heavy block tinned fount, wire handle and guards, sale price..... 59c

We Carry the Biggest Stock of Feather Dusters in the City

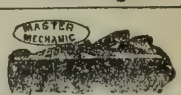


Half Soles at half price — All made of best quality oak tanned stock, regulation thickness, all sizes from boys' to men's, your choice, per pair... 12c.



Special in Mop Sticks —Heavy coppered steel spring, thumb piece of japanned metal, the regulation length handle, and the best made. Special sale price only..... 12c

Ramsay's Paints—the Right Paint to Paint Right.



A Handy Little Block Plane—Five inches long, 1⅝ inches wide, 1⅛ inch tempered steel cutter, entire plane nicely japanned, sale price... ..... 17c



Why Pay More when you can buy one of these Handled Axes so cheap? Vermillion painted head, inlaid steel bit, regulation length handle, regular $1.00 value, sale price..... 69c

Reduced Reproduction of Ad. of Watt & Squire, Brantford.

Appeal of Convicted Stove Pedlars Dismissed

Dundalk Magistrate Imposed Fines and Conviction Sustained After Two Appeals Were Made—Text of the Law in Force in Grey County.

A final decision has been reached in the now famous Van Norman stove peddling case, a decision that will be of great importance, not only to the retail trade in this country, but throughout the province. The legality of the county by-law representing licensing pedlars has been established, and the entire costs saddled on Van Norman and his partners. The case has been watched by the retail trade throughout the province, as a number of by-laws passed by different counties have not stood the test of the courts.

It will be remembered that a gang of men and three teams of horses went through Grey County near Dundalk last July, selling stoves and ranges. The gang was headed by a man named Van Norman, and they claimed to be agents for the Western Foundry Co. They were brought before Magistrate McGregor, of Dundalk, for selling without a license, and fined $20 each. In their defence they tried to construe that they had an agreement with the manufacturers, and were only taking orders which were to be delivered later.

Van Norman appealed to the High Court judge at Toronto, and at the same time moved to quash the by-law, on the ground that the county had not power to pass it. The county defended the proceedings, and both appeals were dismissed with costs.

Again he appealed to the Divisional Court, but this was thrown out on the ground that he had not leave to appeal. Then he moved to be allowed to appeal, but was refused. Van Norman will have to put up all costs, and the legality of the county by-law is established. MacKay, Telford & Grosch, looked after the county's interest; while I. B. Lucas, M.P.P., Markdale, represented Van Norman and his associates.

The following is the text of By-law No. 726, under which the conviction was made:—

By-law to Regulate Pedlars.

1. No person shall within the County of Grey, act as a pedlar, hawker, or petty chapman, or carry on petty trades, or go from place to place or to other men's houses on foot or with an animal bearing or drawing any goods, wares or merchandise for sale, or in or with any boat, vessel or other craft, or otherwise carrying goods, wares or merchandise for sale, without having first obtained a license to do so, in the manner hereinafter mentioned:

Provided always that no such license shall be required for hawking, peddling or selling from any vehicle or other conveyance any goods, wares or merchandise, to any retail dealer, or for hawking or peddling any goods, wares or merchandise, the growth, produce or manufacture of this province, not being liquors within the meaning of the law relating to taverns or tavern licenses, if the same are being hawked or peddled by the manufacturer or producer of the goods, wares or merchandise, or by his bona fide servants or employes having written authority in that behalf; and such servants or employes shall produce and exhibit his written authority when required so to do, by any municipal or peace officer; And provided also that nothing herein contained shall affect the powers of any Council to pass by-laws under the provisions of Sections 579 and 582 and clause thirty of Section 583 of the Consolidated Municipal Act of 1903; and provided also that nothing herein contained shall apply or be in force in any town in the County of Grey, not separate from such county for municipal purposes while a by-law of such town to carry into effect the purposes or objects of clause fourteen of the said Section 583 of the Consolidated Municipal Act of 1903 remains in force.

(A) The word hawkers in this section of the by-law shall include all persons who, being agents for persons not residents within the County of Grey, sell or offer for sale, tea, dry goods, watches, platedware, silverware, furniture, carpets, upholstery, millinery or jewellery, or carry and expose samples or patterns of any such goods to be afterwards delivered within the county, to any person not being a wholesale or retail dealer in such goods, wares of merchandise.

2. Any person desiring a license enabling him to ast as a hawker, pedlar, petty chapman, or otherwise, as in section one of this by-law mentioned, shall first pay to the county treasurer of the County of Grey, for the general uses of the county, for licenses required under this by-law as follows: The sum of $125 for a license for a person using a two-horse wagon or vehicle; the sum of $100 for a license for a person using a one-horse wagon or vehicle; the sum of $60 for license for a person using a wagon or cart or other conveyance, drawn or pushed by the person; and the sum of $50 for a license for a person traveling on foot and carrying a pack, box, bundle, basket, or valice. And the county treasurer is hereby authorized and required, upon payment being made of the proper fee, to issue a license to any such person applying therefor, to license such person to act as a hawker, pedlar or petty chapman or otherwise, as in section one of this by-law mentioned, within the County of Grey.

3. Every person who has obtained a license under the provisions of this by-law shall at all times while carrying on his business have his license with him, and shall, upon demand, exhibit the same; and upon failing to exhibit the same when demanded, shall, unless the same is accounted for satisfactorily, be liable to a penalty of not less than one dollar, nor more than five dollars, for each offence, together with costs, recoverable before a Justice of the Peace; and it shall be lawful for the Justice of the Peace convicting as aforesaid to order that in default of payment the offender be committed to the common gaol of the County of Grey, there to be imprisoned for any time, in the discretion of the convicting justice, not exceeding twenty days, and with or without hard labor, unless such penalty and costs including the costs of the committal and conveyance of the offender to the common gaol are sooner paid.

4. All licenses issued under this by-law shall be in force for one year from the date of the issuing thereof, and shall be under the corporate seal of the county, and shall be signed by the county treasurer.

5. The county treasurer shall, not later than the first day of May and the first day of November, in each year, prepare a list of the parties who have taken out licenses under this by-law, together with their respective post office addresses; and the county clerk shall have a sufficient number of such lists printed and distributed throughout the county to all county constables, postmasters and justices of the peace within the County of Grey.

6. Every person guilty of a breach of any of the provisions of this by-law, excepting as provided for in Section 3 of this by-law, shall, upon conviction, before any Justice of the Peace having jurisdiction in the premises, forfeit and pay at the discretion of the said Justice of the Peace making such conviction, a penalty not exceeding the sum of fifty dollars, nor less than twenty dollars, for each offence exclusive of costs; and it shall be lawful for the Justice of the Peace convicting as aforesaid to order that in default of payment of such penalty and costs forthwith, or within a time limited by such Justice of the Peace, such penalty and costs shall be levied by distress and sale of the goods and chattels of the offender, and to issue a warrant of distress therefor, and to order that if sufficient distress cannot be found out of which such penalty can be levied, the offender be imprisoned in the common gaol of the County of Grey, withor without hard labor, for any period not exceeding twenty-one days, unless the said penalty and costs, including the costs of the distress, and of the committal and conveyance of the offender to the said gaol, are sooner paid, and to issue a warrant of committal therefor.

7. One half of every penalty levied under the provisions of this by-law shall go to the informer or prosecutor, and the other half to the county treasurer, unless the prosecution is brought in the

name of the corporation of the County of Grey, in which case the whole of the penalty shall be paid to the county treasurer.

8. In the event of there not being sufficient distress out of which the costs of said prosecution can be procured, the county treasurer is hereby authorized to pay to the party securing the conviction the sum of $10, on the certificate of the Justice of the Peace making the conviction—but this shall not apply to the high constable of the county.

9. All by-laws heretofore passed by this council relating to hawkers, pedlars and petty chapmen, be and the same are hereby repealed.

10. This by-law shall come into force and take effect on, from and after the passing thereof.

Passed in open council this 28th day of November, A.D. 1908.

GURNEY FOUNDRY IN B.C.

Edward Gurney, president, and E. Holt Gurney, sales manager of the Gurney Foundry Co., Toronto, who are on a trip to the Pacific coast, have been looking over the western field with a view to the establishment of a branch foundry at Vancouver or New Westminster. Interviewed by the New Westminster Columbian last week, Mr. Edward Gurney said:

"Yes, we are considering establishing a branch of our factory at some point in the west. The question of its location depends largely on the railway facilities available. We have been looking over your city and you may say that it has favorably impressed us. It is inevitable that we will have to establish a branch factory somewhere in the west if we intend to secure a fair share of the rapidly growing business of this new country. Just when or where that factory will be built is a question for the board of directors of our company to decide. I will report to them the result of my observations when I return."

W. H. Carrick, vice-president of the company, seen by Hardware and Metal, stated that as yet nothing had been done about establishing a branch foundry on the coast but the matter might be considered after Mr. Gurney's return to Toronto next week.

HARDWARE LETTER BOX

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Illustrations for Ads.—Pow & Wilcox, Tillsonburg, ask for the names of firms selling small electrotypes for use in newspaper and circular advertising.

The David Williams Co., 14-16 Park Place, New York, and the National Hardware Bulletin, Argos, Indiana, can supply catalogues and prices.—Editor.

Importance of Knowing How to Figure Profits

Should They be Figured on the Sale or Cost?—Percentage of Profit in Relation to Cost Expenses and Selling Price—Proper Methods Earn Dividends Just as Well as the Selling Department.

By Howard R. Wellington.

Is not the customary method of figuring profit based to-day on the net cost? And yet, is not every other percentage, such as commission, discount, allowance, etc., figured on the selling price? If we are to make a financial success in any business, it is absolutely necessary that the correct basis of figuring percentages of profit, expenses, discount, etc., must be adopted from the first. We sometimes look upon our offices as a necessary but burdensome expense, but the office, if equipped with the proper methods and records, earns dividends for the business as well as the manufactory or selling departments.

Nine times out of every ten, the business which does not succeed can trace the cause to the fact that somewhere in the organization or in the application of principles, there has been either a lack of system or an erroneous interpretation of certain standards in regard to percentages of profit and expense. Every merchant should aim to get his business on a basis where he can tell at once, first—whether he is making or losing money; second—how much is made or lost during a period; third—if a loss, where the leakage has occurred; fourth—what percentage his expenses, etc., bear to his total sales.

Another View of Gain.

Do the profits of one department in your store conceal the losses of another? Is there a difference between the gain as applied to, say, increased population, and the percentage of profit as applied to money transactions?

We believe there is. For instance, the population of a city increases from 40,000 to 60,000—what is the percentage of gain—50 per cent.

We say that we make 25 per cent. by adding 25 cents to every dollar of cost, whereas the percentage of profit is only 20 per cent. by figuring percentage of profit on the sales.

Now, which is right? Should not the percentage of profit and the percentage of cost of doing business be figured on the same basis?

The cost (net cost) usually means invoice price, plus cost of laying goods down in store, and between this cost and the selling price, items such as rent, insurance, salaries, salesmen, etc., must be provided for. Sales totals are always recorded by the merchant, and used for comparison from year to year. Cost totals for the goods sold are not as a rule recorded, so that it is very difficult to figure percentages on other than sales totals.

Salesman's Commissions.

We sent a representative out on the road on a commission of ten per cent.; his commissions are figured always on his net sales.

Is it not reasonable then, to figure percentages of profit on the net sales?

We are not laying down any rule to be followed in this connection, but are simply presenting this matter from different view-points so that the reader may adapt himself to the correct method of figuring his percentage of profits.

A man sells an article for $12.50 which cost him $10, and basing his percentage of profit on the cost, figured that he was making a profit of 25 per cent. At the end of the year the sales totalled $20,000, yielding a gross profit of $5,000, but his books only show that $4,000 has been made, or a percentage of 20 per cent. on the sales of $20,000.

Another Example.

A business is transferred to a joint stock corporation. Four per cent. is added to the cost of all goods to cover freight, insurance, etc., or to obtain "cost laid down." The goods are inventoried at the advance of four per cent., but the new company arranges to purchase the stock at invoice cost. Now, what is necessary under such circumstances? The goods must be reduced to cost, for if we add four per cent. to the invoice cost and deduct the four per cent. to obtain invoice cost, the result will naturally be less than original invoice cost.

Table for guidance of merchants in figuring percentages of profit:

16 2-3 p.c. added to cost is 14¼ p.c. profit on selling price.

20 p.c. added to cost is 16 2-3 p.c. profit on selling price.

25 p.c. added to cost is 20 p.c. profit on selling price.

33 1-3 p.c. added to cost is 25 p.c. profit on selling price.

40 p.c. added to cost is 28½ p.c. profit on selling price.

50 p.c. added to cost is 33 1-3 p.c. profit on selling price.

100 p.c. added to cost is 50 p.c. profit on selling price.

We shall be glad to hear from readers in regard to the principles outlined, and will devote another page to the discussion if necessary.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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HOLIDAY COMPETITION.

Announcement is made on another page of a number of prizes being offered in competitions open to Canadian hardware clerks and merchants.

Holiday window displays are now a feature in the business life of every progressive merchant, and to encourage the window trimmer this paper offers three prizes to the senders of the three best photographs of hardware windows taken during the holiday season in cities over 10,000 population, and three additional prizes for the best three sent in from hardware stores in towns under 10,000 population.

Two prizes are also offered for the best newspaper ads. announcing holiday sales of goods usually sold in hardware stores. As in the window display competition, a division is made between the large cities and small towns, one prize being offered for each division. It was originally planned to divide the competition between newspaper ads. and booklets, but as first prize has been won in the last two competitions by city contestants, it has been decided to confine the two prizes to newspaper advertisements and give ad. writers in the smaller places an equal chance with those in the larger cities.

Hardware merchants will do well to draw the attention of their window trimmers and ad. writers to these competitions. It cost nothing to become a contestant and while the prizes are not large, they are worthy of competing for.

Even of greater importance than the prizes, however, is the honor and publicity secured by the winners. Jobbers and manufacturers recognize enterprise in window and newspaper advertising and those brought to the front as being the best advertisers secure publicity which is worth striving for.

MAY NEVER BE ENFORCED

Regarding the "Extra Provincial Corporations Act" of Manitoba, the date of enforcement of which has been postponed, as announced in last week's issue, a high authority of the Manitoba Government in discussing the matter with this paper, stated that "it is true the enforcement of the penalty clause may be difficult and possibly never enforced."

At present the "Foreign Corporations Act" govern the question of taking out a license to do business within the Province of Manitoba. Regarding this Act, Deputy-Provincial Secretary Jas. Hooper writes Hardware and Metal as follows: "Even now, under 'The Foreign Corporations Act,' all extra-provincial corporations should take out a license, and this they would realize should they desire to utilize local institutions such as the Land Titles Office or the courts."

Hardware and Metal, however, knows that the statement regarding the use of the courts does not hold good, as we have in mind at the present time a case where judgment was given in favor of a company doing business in Manitoba which did not have a license.

STEAMER CONNECTIONS WITH FRANCE.

The continuation of the subsidy granted by the Canadian government to the Allan Line for direct connection with France, assumes added importance in view of the new trade treaty, which has been passed by the French government and which will almost assuredly be ratified by our own at the next session. This combination will make a great difference in the present trade conditions between the two countries, making the future prospects of a large increase seem almost certain.

Trade with France has been somewhat spasmodic. At times, owing to more frequent direct steamers, it has proven very good, giving some idea of what could be accomplished in this direction if proper steps were taken to foster this trade. The establishment of a good, direct service is a long step in the right direction, and in connection with the treaty, is sure to give Franco-Canadian commerce a big boom.

The Allan line ships are scheduled by their contract to make not less than fifteen round voyages during the year at an average speed of ten knots per hour. There will be at least two round trips per month from May to November, with a smaller number during the winter months.

PERCENTAGE OF PROFIT.

The subject of expense and profit is one on which many merchants are in need of a little education, says the Hardware Trade.

A great many merchants figure their profit on the cost of their merchandise and all their expenses on the gross sales. That is to say, if their expenses are 20 per cent. and they buy an article at $1 and sell it for $1.25, they figure that they have made 25 per cent. or 5 per cent. more than the cost of doing business, when, as a matter of fact, they have practically "broken even"; their profit is exactly the same as their expense.

In speaking of the percentage of profit, a merchant can mean either one of two things : the percentage that has been added to the cost of his goods to fix the selling price, or the percentage of profit shown on his gross sales.

When one states that he adds a profit of 50 per cent. to his goods, he is understood as meaning that he buys an article for, say $1, adds a profit of 50 per cent. to it and sells it at $1.50. However, should he say that his gross sales for the year were $100,000 and his gross profit 25 per cent., this percentage of profit would apply to the selling price and not to the cost price of the goods.

The reason for thus estimating the profit based on the selling price instead of the cost price of the merchandise is that the various items of expense, when fixed in percentages, are always based on the sales, and not on the cost of the merchandise.

If a merchant in analyzing his expense account found that his salaries amounted to 7½ per cent., his advertising to 1 per cent., his rent to 1½ per cent. and his other items of general expense to 5 per cent, making his total expenses aggregate 15 per cent. of his sales, and it was his desire to show a net profit of 10 per cent. he would know that he must necessarily show an average gross profit of 25 per cent. on his sales in order to provide for this. This would mean that for every $100 worth of merchandise sold, his profit would be $25, which is 25 per cent. of the selling price of the merchandise. but 33 1-3 per cent. of its cost price.

The window that sells goods is far superior to the one that simply attracts attention.

Use pictures illustrating the goods displayed in the window. It adds human interest to many a dull subject. It is human nature to want to look at pictures. Notice how the art store window attracts more attention than any other two store displays.

PRODUCTION OF PIG IRON AND STEEL IN CANADA.

The detailed figures—not hitherto published—which we give below as to the pig iron and steel production of Canada for the half-year ending June, disclose a very gratifying state of progression. Not only was there significant increases in the totals over those for the half-year ending Dec. 31, 1908, of 96,524 tons in iron, and 84,333 tons in steel, but every individual line showed an advance. It can thus be seen that the general increase was not due to any unusual inflation of a particular line, but to an improvement in every branch —a sign of a stimulated demand from a predominating number of most important industries.

As iron and steel closely indicate the prosperity of a country, Canadians can appreciate how prosperous trading conditions must have been during the first half of the year, and what gratifying totals are promised us at the end of the year. The steel details are particularly interesting. Rails, for instance, show an increase of 34,364 tons; structural materials, etc., of 14,077 tons, and plate, axles, spikes and other sundries of 1,292 tons over the six months ending Dec., 1908. These figures indicate how railroad purchasing improved, and how the construction shops, the contractors, and other industrial corporations developed in their production.

As can be imagined, no plants have been dismantled, while, on the other hand, the different iron and steel corporations have been making extensive additions to their furnaces, mills, etc., to cope with the demand.

Ten furnaces were in blast during the half-year.

The Dominion Iron & Steel have put into construction or are projecting, 120 improved Otto Hoffman by-product coke ovens and accessory plant and equipment; an additional fifth blast furnace with stoves, etc.; two 400 to 500-ton open hearth steel furnaces; an additional, third, Bessemer converter, and a turbo-generator plant for utilization of waste steam and generation of electric energy —to replace present direct steam generation system and afford sufficient additional current to electrify the company's pumping station. There will probably be some additions to present mill equipment to take care of the increased tonnage of steel that will be produced by the enlargements previously noted.

The Atikokan Iron Co. blast furnace was blown in during the second half of the year. The Hamilton Steel & Iron Co. are building a new Gayley dry air blast equipment. It is also announced that a new bold and bar mill will be built, and that the company will do business on a much larger scale, entailing an expenditure for new worksc of over a million dollars.

The Algoma Steel Co. are erecting one new blast furnace with a capacity of 400 tons per day, and one 12 and one 18 merchant mill with a capacity of about 400 tons per day.

	Half-year ending Dec. 31 tons	Half-year ending June 30. tons.
Total iron production.	257,359	353,883
Total ingot steel	253,693	338,026
Details.		
Pig iron—		
Basic	130,255	173,745
Bessmer	55,008	99,638
Malleable	897	6,259
Foundry	61,199	74,241
Steel—		
Ingots	253.693	338,026
Blooms	187,309	218,752
Billets	28,839	29,714
Rails	131,250	165,614
Wire rods	25,333	29,083
Bar steel, iron and structural material	44,285	58,362
Castings	4,535	7,318
Plate, axles, spikes and sundries	3,085	4,377

A SHORTAGE IN STOVES.

As predicted by Hardware and Metal last summer, the demand for stoves and ranges has been so heavy this fall that there appears to be every likelihood of a shortage. The season has yet some weeks to run and manufacturers' stocks are reported to be almost cleaned out.

A canvass will be made of the various Canadian stove manufacturers during the coming week, and a report given in next week's Hardware and Metal as to the state of affairs and the opinions of the manufacturers regarding the present condition of affairs.

MUTUAL FIRE INSURANCE.

Every hardware merchant in Ontario should be interested in the effort of the Ontario Retail Hardware and Stove Dealers' Association to amend the Ontario Insurance Act making it possible for merchants to organize specialized mutual fire insurance companies just as farmers are now permitted to organize companies which only accept business from those engaged in their own special line of activity.

In the United States there are eight "hardware mutuals" accepting business only from hardware merchants, and it is possible for a hardwareman to secure insurance up to $30,000 in these eight c mpanies. Each has been in existence for from three to nine years, and each has built up a substantial surplus in addition to returning to insurers an annual rebate of from 25 to 50 per cent. of the premium paid, the rate charged being always the same as that quoted by the old line companies. As an instance of how United States retail hardwaremen appreciate the "hardware mutuals" the following letter is quoted:

E. W. Evenson, Secretary,
Spokane, Wash.

Dear Sir,—Herewith check for $416.67 covering renewal premium on policies expiring this month, which together with the RETURN PREMIUM OF $208.33 makes a total payment of $625, or the total face of the premiums.

This RETURN PREMIUM OF $208.33, together with the RETURN PREMIUM OF $93.75 on policies expired in November makes our total RETURN PREMIUM OF $302.-08 look pretty good to us, particularly as we are getting good sound indemnity. This $302.08 is a little more than $25 per month which our company is paying us.

We congratulate you, but we want also to congratulate ourselves.

MOCKLER, MILLER &
MOCKLER
Per P. E. Miller.

Nez Perce, Idaho, Aug. 20, 1909.

Canadian hardwaremen can enjoy equal benefits if they put their shoulder to the wheel. Nearly 300 Ontario hardwaremen are already organized and as soon as these progressive ones push things along to a point where they can get their insurance at from 25 to 50 per cent. less than merchants who pay old line company rates, there will be a rush into the association. There are always pioneers and those who follow after and reap the result of the pioneer work. And just so in other provinces. As soon as Ontario hardwaremen get their "hardware mutual" going the merchants in other provinces (and in other lines of trade) will get together along similar lines.

Cheaper insurance will mean more and larger policies, with a consequent reduction in the losses sustained by retailers, and shared in by jobbers and manufacturers, when fires occur. The establishment of "hardware mutuals" in Ontario and other provinces will therefore be a benefit to all branches of the trade.

Retail associations have many advantages, not the least of which is the development of a more friendly feeling amongst business competitors and the making possible of combined action in such matters as the organization of an insurance company, the collection of accounts, etc.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Cotton Rope—21 and 21½c.

Cotton Clothes Lines—Now 95c and upwards.

Linseed Oil—Up 1c.

Toronto.

Linseed Oil—Now 73c and 76c.

MONTREAL.

November 5.—Good business is reported generally, there being the usual increased bulk moving, owing to the nearing close of navigation. No changes are announced, but the markets are in every direction showing more firmness. Spelter has not been advanced, although the price of $5.75 is the minimum, and for fair sized lots at that. Copper, reflecting the tone of the primary markets, is stronger.

The iron and steel market is very firm. Canadian furnaces are so booked up that they are not looking for business for some months to come, and it may be that Old Country iron will get a good showing. It can be laid down even in the winter below U. S. iron, and with Canadian furnaces tied up there should be a good call. The situation in the States appears to be little changed from last week. The lull in buying continues, but the pressure of old orders is enormous. The production of iron is at record figures, and some of the mills are sold up to July.

With such conditions in iron and steel it is very disappointing that copper cannot improve. It is certain that if the copper interests had taken hold of the situation in the same way that the iron and steel men did, and restricted the output, we sould have had a much stronger copper market.

PIG IRON—There is an excellent tone to the pig iron situation both for Canadian and imported iron. With the Nova Scotia and Dominion iron out of the market, the other Canadian furnaces are full up with orders and booked for months ahead. It is likely that Old Country iron will be needed to keep things going, This can be laid down below the cost of U. S. iron. Prices are firm, No. 2 foundry iron being quoted at 20s. at foundry with No. 1 30c higher. Importations of iron are being rushed in before the close of navigation, and distributed as quickly as possible. Users have ordered pretty fully, but at present rate of consumption it is doubtful whether they have covered themselves far enough. We quote Middlesboro No. 3, $19; Summerlee No. 2, $20.50; Cleveland, $19.75.

TIN—There is a stronger tone to the tin market, owing to the better tone in the primary markets, and prices are firm at 32½c. There is somewhat of a spot scarcity of tin locally, and this has also helped to strengthen the market. Buying is very good, and fair consignments are going out by boat. There has been a better tone to the English market, the statistics as to U. S. consumption helping matters. The consumption of tin in the United States during October has only once been exceeded in the history of the trade, and that was in 1903. The great activity of the tin-plate mills is mostly responsible for this. It looks as if the record established in 1906 for 12 months' trading will be beaten this year.

COPPER—The jobbing price of 14c has been unchanged, but the sagging noticed last week disappeared under the stronger tone of the New York market. Some good orders were received during the week, and there is very little stock beng held. Some heavy consignments have been dispatched by boat. Inquiries seems a little better. There are rumors of heavy buying of copper in New York, but the market shows little evidence of it. London has shown greater strength, and this has influenced New York. There is no doubt that whatever effect the increased activity in iron and steel might have had has been lost, owing to the over production going on.

SPELTER—Spelter is very firm, and although the price of $5.75 has not been advanced generally, this price is the minimum figure. Buying is good, and inquiries keep close to the market. Both London and St. Louis maintain their high figures. London showed some signs of sagging, which is somewhat singular as it looks as if the Old Country metal would have a chance of selling in the States, despite the tariff wall.

LEAD—There is no change in lead, and imported is still being quoted at $3.60 with Trail at $3.50. Buying is far, but not over brisk. The English market is fluctuating with a weakening tendency.

TORONTO.

November 5.—As the season advances there seems to be a general increase in activity among the metals, all dealers uniting in the statement that they are occupied in taking care of current business. There does not appear to be any outstanding feature. Iron and steel with their products, of course, leading the interest. Following the announcement of the enlargement of the plant at Sydney, comes this week a statement from C. S. Wilcox, president of the Hamilton Steel and Iron Co., that the company has plants for extensions to its plant, and that a bar and bolt works may be started.

In the matter of prices there is nothing new to report. All quotations are fairly firm, and copper is expected to get into line with the other metals if the proposed coming together of the producing interest is carried out.

PIG IRON—The booking of futures is on. It looks as if nothing else can be done, as it is almost impossible to obtain supplies for immediate consumption. The Canadian foundry prices are firm, and they could easily obtain more business were they in a position to produce more pigiron. Local quotations remain firm, though no advances have taken place of late. Midland and Hamilton No. 2 iron is worth $22; Clarence and Middlesboro No. 3 is at $21; No. 2 Summerlee, $23; and No. 1 Cleveland, $21.75. Demand is splendid, but stocks are low.

COPPER—Developments in the copper situation reflect a somewhat firmer tone, in that United States copper men propose to come to some agreements as to a stated price. Already a slight advance has been made in England, but the local figures remain at 14c and 14½c for lake and casting ingots. This week there is an easier market, and current business has been not at all brisk.

SPELTER—The advanced figure now ruling the price quotation in the local market has not interfered with buying, which continues steady and good. $6 is the quotation for hundred pound lots. Sheet zinc, too, is holding well at the new high price, $6.75 to $7.

SHEETS AND PLATES—The tendency of the market is pretty firm and a good general demand exists. Buying for present needs is strong, but there is some reluctance among jobbers to accept business far into next year at this year's quotations. Tinplate is being taken up by a miscellaneous consuming trade, and sheets are being bought freely in country sections.

LEAD—The features which have characterized the market of late have continued unchanged. Buying is being done in limited quantities for immediate or near delivery at $3.65 for imported and $3.55 for Trail lead. Stocks are moderately large.

TIN—Moderate sales are taking place. Tin is better than lead, though orders are not above the satisfactory plane. The quotation remains at $32½c.

OLD MATERIALS—The iron mills in Ontario and across the border are doing well in the buying of old iron and steel. They complain somewhat of high figures they are compelled to pay, but dealers assert they, too, have to allow a larger price for the scrap gathered or bought from the small old metal man. Those who have metals to sell in large quantities are obtaining good prices. Dealers are offering to pay for heavy copper wire, 11¼c; copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubber, 9c.

HARDWARE MARKETS

MONTREAL.

November 5.—As we anticipated last week, cotton rope and cotton clothes-lines have advanced. Rope is now quoted at 21c to 21½c, while cotton clothes-lines are, 30 feet, 95c; 40 feet, $1.15; 48 feet, $1.40; 60 feet, $1.75; 72 feet, $2.15; 100 feet, $3. Sash cords look to be in for another advance, and in some instances they have been marked up another ½c, although this is not general. The market in all lines is very firm, and more advances are expected. The boom in raw rubber is expected to affect rubber goods.

The rush to get off goods before the close of navigation continues, and the shipping departments, while not working overtime, are still very busy. Little booqing is noticed, and orders are of a general sorting-up description. Lumbermen's supplies are going very well, and there is naturally an active call for cutlery and silverware, weather strip, horse blankets, snow shovels and sleigh bells are showing up prominently in shipping. All the way round the tone of the market is good.

BUILDERS' HARDWARE — Sash cords are firm on their last week's advance, and in some instances are being quoted ½c. higher, but this is not general. Good assorted orders are coming in, especially for lock sets, belts, butts and escutcheons. The Northwest is buying in very good strength. We quote: Lock sets (inside) $4 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES—Active shipping by way of water navigation is being made in general lines. Heavy hardware shows improvement, but shelf goods are the better movers. Weather strip, horse blankets, stable fixtures sleigh bells, lanterns, carpet sweepers, wringers, washers, bread makers and other household utilities are in good demand. The market is firm all the way round.

CUTLERY, SILVER AND PLATED WARE—Very good trade is now being done in carvers in cases, table cutlery, table spoons, pickle frames, pocket knives razors, safety razors and shaving sets. There is an activity in this department that augurs well for the holiday trade.

SPORTING GOODS—Sorting-up orders in guns and ammunition are coming in, but the demand shows a falling off. Skates and hockey sticks have quickened up, however. Air guns are showing a strong movement, and so are gymnastic lines, such as Indian clubs, dumbbells and fencing outfits.

MINERS' SUPPLIES—The demand is not so good, although steady orders are coming in for picks, powder, and hammers. Supplies for railway work are moving in about the same strength. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—No change is announced in prices, although the market is exceedingly firm. The demand is good, and stocks generally are not heavy. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS—The strong movement in nails continues, and the market is very firm at the following prices: Wire nails, $2.25; cut nails, $2.40.

SCREWS—No change in screws is reported. The demand is steady, and we quote: 85 and 10 off for flat and round head bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES—A very good call has developed for lumbermen's supplies. No change is announced in price, and we quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades, 43c per foot and up; axe wedges, 25c a doz. and up.

SHOVELS—A steady demand is apparent. Snow shovels are the most prominent movers. No change in prices is announced, and we quote: First and second grade of spades. 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

WIRE—Orders are somewhat quiet, and the market is without change. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; gall., $2.85.

TORONTO.

November 5.—The opening of November has brought about stimulating orders for fall and winter lines, and an increasing pressure for builders' hardware for immediate use. Stoves and furnaces are at the rush period, and already booking is being done for next year's wire cloth, screen, and garden hose. The price of this latter is firm, and there is at present a tendency to go higher. Rubber has been on the up grade, though just now there is an easing off; and cotton and shoddy, which enter into the making of hose to the extent of about 75 per cent., have recently made advances.

The general tone of the hardware market is cheerful, and further expansion is looked for. Christmas goods selling is light as yet, though some splendid sales of holiday cutlery sets have been made. In fact, a number of travelers are pushing this particular line this fall. Sporting goods have become somewhat dormant again.

BUILDERS' HARDWARE—This line continues to be a most important one, and the sales made are of fair volume, hardly so large or numerous as earlier in the season, but called for immediate consumption. Building and roofing papers are still going out in good quantities, and to all districts of the province. Carpenters' and mechanics' tools are also good sellers.

SEASONABLE LINES—Late fall and early winter goods have the best call. There is an immense variety of goods termed seasonable, and almost every order makes a demand for a great many lines. Gloves, mitts, stable lanterns, blankets, cow ties, pitch forks, and barn and stable fittings generally are the goods moving just now, together with saddlery and carriage hardware. Snow shovels continue brisk, and coal scoops and in fact, all shovel lines are demanded steadily. Wire cloth screens and garden hose for next spring's selling are being booked.

HEATING AND LIGHTING GOODS —Ranges and furnaces are doing record business, and orders are coming faster than they can be filled. Manufacturers state that all heating orders are accepted for future delivery only. Lamps of fancy designs and patterns are beginning to be active.

HOUSEHOLD GOODS — The usual kitchen lines of tinware, enamelware and galvanized ware have sold well all fall, as also did some crockery lines. House-cleaning lines, too, have been active. Just now there is a slackening in demand, though trading in these goods is satisfactory.

CUTLERY AND SILVERWARE—Especially in cutlery is there good business being done. Some travelers are pushing this line at present. Most of the goods shown are holiday lines, and these have sold well. General lines for every season have stimulated inquiry. Christmas goods are being shown in cut glass, brass, silver and plated ware. Orders, though are yet light.

SPORTING GOODS — The passing week is another easy one, sporting goods being rather quiet. Some cartridges have been sold, but the season for sales is practically over. It was a remarkably good one, however. Hockey sticks are being shipped on early orders, and this is the particular feature of sporting lines at present.

HEAVY GOODS—Like the basic metals, all manufactured iron and steel goods are heavy sellers—rods, pipe and bars, especially structural beams of certain medium sizes are active, too. Wire nails, of course, are the most wanted line, and inquiry for wire and screws is splendid.

U. S. IRON TRADE.

Cleveland, Ohio, Nov. 4.—The Iron Trade Review says: "From the standpoint of orders for finished material in general actually entered upon mill books for future rolling, the month of October reached a high mark for the revived iron and steel market, and in this respect fixed a new record for the future industry to draw its comparisons against. The Carnegie Steel Co. during the month booked for definite rolling the largest aggregate of tonnage of finished products, namely, plates, structural shapes, bars, bar mill products, axles and wheels of any similar period of its entire history. Rails and semi-finished material are not included in this total. The orders represented were both specifications against running contracts and new business, accompanied by positive instructions for manufacturing. Some departments of the company entered fully twice as much tonnage as they shipped. Similar reports are made by leading independent steel makers."

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Marlin Firearms.—A comprehensive catalogue of some 140 pages, bearing date October, 1909, is being circulated by The Marlin Firearms Co., New Haven, Conn., describing their repeating rifles, shotguns, carbines and muskets. The catalogue is divided into three sections—(1) designed for quick reference of dealers who desire brief details of the arms; (2) complete information for consumer and novice; (3) interesting hints for shooters in general. Ammunition, reloading tools, sights, etc., have special chapters in the book, and such articles as rust repeller, engraving, inspection, etc., are dealt with illuminatingly. A telegraph code for ordering is enclosed, and the whole work is abundantly illustrated.

"Opalux" Glassware.—The Canadian General Electric Co., Toronto, have recently issued a small folder descriptive of "Opalux" glassware for electric fixtures for which it is claimed the volume of illumination is increased and the cost of cleaning and loss from breakage is greatly lessened. The reflectors are of an opal color, are made on scientific prinicples, possess great reflecting powers and send a soft light downward. They are made in several styles and sizes.

Colt's Revolvers.—Retailers will be interested in the new catalogue of revolvers and automatic pistols just issued by the Colt's Patent Fire Arms Mfg. Co., Hartford Conn. Besides describing and illustrating their full line of arms, the new booklet gives concise directions for practice, classes of arms, sizes of targets and other information of value, including a photographic reproduction of the various cartridges adopted to the various revolvers and pistols described.

HARDWARE TRADE GOSSIP

Ontario.

The Hudson Hardware Co., Belleville, has been sold to W. H. Stafford, Gananoque.

Milton Rossiter, 1054 Queen street east, Toronto, has moved into larger premises at 1024 Queen street east.

A. & H. Wideman, Markham, hope to be in their new hardware store building before the rush of the holiday trade.

Geo. T. Pepall, sales manager of M. & S. Samuel, Benjamin & Co., Toronto, is laid up this week with a severe cold.

Mrs. Hegert, wife of H. S. Hegert, of the Vokes Hardware Company, Toronto, died last week after being ill a long time.

The Mills Hardware Co., Hamilton, which is opening a branch on Barton Street east, will also do business at the John street store.

Thomas Watson, manager of the Toronto Bolt and Forging Works, Swansea, has resigned and severed his connection with the company.

Sam Pearsall, the Yonge street, Toronto, hardwareman, left last week with other sportsmen on a moose-hunting expedition in New Ontario.

Jack Hodgson, of the Aikenhead Hardware Co.. Toronto, was presented with a case of cutlery by that company on the occasion of his recent marriage.

John McGowan, of McGowan Bros., Uxbridge, is visiting at St. Paul, Minn., for the benefit of his health, he having been suffering from rheumatism of late.

Mr. Hickey, manager of the Supreme Heating Co., Welland, has recovered from an attack of typhoid which kept him away from the office for six weeks.

Henry Jones, for many years a hardware merchant at Uxbridge, died on October 31 after a lingering illness. A limited stock company will take over the business.

Charles Messecar, manager of the Brantford Cordage Co., has returned home after a business trip to the west. He says everything is very bright and business is booming.

Louis C. Connors, until a short while ago a traveler for the Toronto Plate Glass Co., and lately a clerk in a Toronto hardware store, died suddenly of heart failure on November 2.

Sol Burrows, who was for a number of years engaged in the stove and tinware business at Port Colborne, died at Galt where he underwent an operation from which he did not recover.

The United States Sherardizing Co., New Castle, Pa., controlling the sherardizing patents for the United States and Canada, recently licensed The General Electric Co., Toronto, to sherardize their products on a royalty basis.

Fred Licence, Canadian representative of P. Goldsmiths & Sons, Boston, died at Toronto last month, after a short illness. He was only 28 years of age, and was formerly connected with the sporting goods departments of Charles Stark & Co., and Rice Lewis & Son, Toronto, before going in the road for the Boston sporting goods jobbers.

Quebec.

The assets of M. Burel, tinsmith, Beloeil, have been sold.

Cousineau & Constant, hardwaremen, Montreal, have dissolved.

C. C. Starr, of John Starr, Son & Co., Halifax, has been staying in Montreal.

A. J. Thibodeau, St. Paulin, Que., has been a caller on the Montreal hardware trade.

H. K. S. Hemming, of the Auto-Strop Safety Razor Co., Montreal, has returned from a trip to New York.

G. Parent, Pointe Claire; L. Provost, L'Epiphanie, and C. O. Gervais, St. John's, have been visiting the trade in Montreal.

Canadian Car and Foundry Co., Montreal, the recent car manufacturing merger, has been granted Dominion incorporation. The capital is $12,500,000.

H. Marchessault, St. Ours, Que.; J. Julien, Pont Rouge, Que., and A. Desjardins, St. Joseph Du Lac, Que., have been on a business trip to Montreal.

A. E. Peters, vice-president of the Record Foundry Co., Montreal and Moncton, has returned to Moncton, after a lengthy stay at the Montreal office and works.

Watson, Jack & Co., Montreal, have given up the selling agency in Quebec for the Robb Engineering Co., and have made arrangements to represent in Quebec the Polson Iron Works.

Lee G. Smith has resigned as superintendent of the Bucyrus Steel Casting Co., Bucyrus, O., to accept a similar position with the Londonderry Steel Foundry, Londonderry, Nova Scotia.

To keep pace with the increasing business of the Canada Paint Co., Montreal, extensive alterations are being made at the works. There will be a new main entrance to the office department and the accommodation for the staff will be greatly increased. The improvements are being effected under the supervision of the firm's engineering and mechanical staff.

A. Paxton, who has been attending to Montreal City, in the interests of the Dominion Wire Manufacturing Co., Montreal, is taking charge of Ontario east and the Ottawa valley, and is making a specialty of the "Dominion Special" field fence. T. Blaikie, who formerly looked after the Montreal territory has again taken hold of the ground.

The Brodie's Manufacturing Co., Montreal, metal polishes, etc., have amalgamated with the Allredie Pure Food Co., of Bridgewater, N.S. The new corporation will be known under the latter name. A. W. Hugman, general-manager of Brodie's will continue with the new company in a prominent capacity. The business will be carried on entirely in Montreal.

Trade Gossip from Canada's Eastern Provinces

Market Conditions at Halifax—Change in Hardware Business at New Glasgow—Montreal Hardwaremen to Play Hockey.

HALIFAX.

November 1.—Jobbers report the hardware business fairly good in all lines at the present. Prices are very firm and advances in several lines are noted. Cotton goods continue to go higher. Cotton seine twine (15 to 27) is selling at 26 cents per pound lots, with the usual extra charges for smaller lots. Tarred cotton lines are quoted at 20 cents per pound in large lots. Cut nails and wire nails have also advanced and notwithstanding this fact, the manufacturers will not accept orders later than December 31, at the present new prices. The indications are that nails will take another jump soon after the New Year. Plain wire fencing, soil wire and fencing wire staples have also advanced. Wire nails are now quoted at $2.45 per keg base, and cut at $2.60 per keg base. Ingot tin is selling at 34 to 35, and turpentine at 85 cents in cask lots. All metals are very firm, and some slight advances have been made in the list.

There was a fairly good demand for ammunition this season, but the sale of guns and small arms was not quite as large as last season.

C. T. Bent, of New Glasgow has taken over the hardware business conducted in that town by Bent & Cahoon. Mr. Bent was first in business in Port Elgin, in 1871. In 1881, he went west, but soon returned, as the climate did not agree with him, and went into business with Chambers & Co., of Truro, where he remained for two years. In April, 1883, he went to New Glasgow, as manager of the Chambers & Co.'s branch store. In 1885, Mr. Bent and Mr. Cahoon formed a partnership, which has just been dissolved, the former continuing the business.

The season for building operations continues very favorable in Halifax, and there is a large amount of work going on at the present time. Farquhar Bros. have just been awarded the contract for the heating of the new Chebucto Road school building.

J. H.

MONTREAL.

November 3.—The Montreal Wholesale Hardware Hockey League will again be flourishing this season. The league will be strengthened by the inclusion of the Thomas Robertson Co., and will consist of teams altogether. The following have been elected officers of the league, Hon. Presidents, George Caverhill, (Caverhall, Learmont & Co.); J. G. Lewis (Lewis Bros.); G. C. Davis, (Frothingham & Workman); H. S. Fuller, (Canadian Fairbanks); J. R. Wilson, (Thomas Robertson); President, H. B. Seybell, (Starke-Seybold); 1st Vice-president, G. E. Chaffee, (Lewis Bros.); 2nd Vice-president, G. Drinkwater, (Canadian Fairbanks); Secretaries, E. C. Dingman and E. Roberts, (Caverhill, Learmont & Co.); Treasurer, P. Bolan, (Frothingham & Workman); Executive Committee; H. Massey, (Caverhill, Learmont & Co.); E. Montgomery, (Starke-Seybold); W. L. Watson, (Canadian Fairbanks); H. G. Yorke, (Frothingham & Workman); C. J. Walker, (Lewis Bros.). Judging from the enthusiasm displayed there will be a keen struggle for the cup.

F. J. A.

Interesting Trade Items Gathered in Ontario

New Store at Leamington—Central Heating System at St. Thomas—Lighting Stores at Night at Kingston—Method Discovered of Using Scrap Mica—Lead Mines Near Kingston to be Worked—Three Manufacturing Concerns Establish Branches at Bridgeburg.

KINGSTON.

November 2.—The campaign, opened here, a few weeks ago, to have the store windows lighted at night, has not been allowed to drop, but it is being pushed for all it is worth. "I believe that our Christmas trade will be benefited by the practice," said a hardware man, who was one of the first to "light up." It is stated for a positive fact, that the traffic on Princess street, the main thorofare since the store windows have began to be well lighted, has been much larger, and better in quality than ever before.

The steambarge Kinirving, of Kingston, has been engaged to take sixty tons of scrap mica, from Perth, to Cape Vincent, N.Y. It is owned by Wm. Watts, John Adams and John Noble. This is the accumulation of years, but up till the present, there has not been a demand for the scrap. It appears that for a long time experts have been at work trying to devise a treatment for grinding up the refuse mica, and then to make thin sheets from the powdered article. Such a treatment is now considered perfected, and the finished article may be used for stoves, so that there is bound to be a large demand for scrap mica, from this time forward.

An interesting piece of news has just been given out, in that the Frontenac Lead Mining Company has blossomed out into favorable prospects. The cash required before beginning operation. $40,000 has been subscribed. It was contemplated to commence operations at once at the mines on the Perth road, but negotiations have been opened by New York state men for the purchase of the whole interest. Two United States experts have declared that it is one of the finest deposits for lead on the continent, and that in the dump alone, there is material enough for smelting to more than repay for the paid up stock. Building are on the ground and the pumping out of the shafts will be the chief expense before operations.

The resumption of mining may mean a smelter in Kingston, a new industry, if the city council and citizens will encourage it, but unless encouragement is given in the way of municipal site and exemption, it is within reason that the smelter will be put up at the mines.

E. G. B.

LEAMINGTON.

October 30.—Harry Lendon's new hardware store was opened for business to-day. These new premises in the Wagner Block have been entirely remodeled since their purchase by Mr. Lendon. The main building is 80x30 with a warehouse at the rear 60x24. The office is situated at the rear on the west side and a stairway leads to the second storey from the opposite corner. The second floor will be used as a tinshop and store room, and the plumbing, gas fitting and hot water department will be located here. The whole of the centre of the first floor is used for stoves and heavy hardware. Paints, oils, varnishes, glass, etc., occupy the shelves on the right side, while those on the left are fitted with new patent Bennett boxes of galvanized steel. Three large counters with open shelves extend along the left side, enabling customers to see nails, hinges and other articles and make their selections with less trouble. The store has a handsome plate glass front. Guns, revolvers, etc., are shown in glass cases on the walls, while small wares are shown in counter cases.

The Wheatley hardware firm of Dobbyn Bros. has dissolved partnership.

V. L.

ST. THOMAS.

November 2.—The building trade is keeping up for a record. Owing to the open weather all workers can keep busy. The farm trade is also making a good showing and merchants have little to complain of.

Ingram & Davey are showing a good sporting goods window, having a number of stuffed animals and birds among the goods displayed. The window attracts a lot of attention.

The building permits up to the end

of October amounted to $222,800 which is well in advance of a year ago.

Hamilton & Stott have completed the installation of the municipal central heating system, heat was turned on at the Engineer Hall and with one pound of pressure, made the building uncomfortable. This heating proposition will pay municipalities to look into.

Enoch Dixon, plumber, followed the general trend of the trade here and was married last week.

S. A. Pottieary, plumber, who was burnt out lately is again doing business in the old stand.

G. F.

BRANTFORD.

November 2.—A representative of the John Diere Mfg. Co., Illinois, manufacturers of agricultural implements and engines, was in the city last week, looking for a site for the establishment of a Canadian branch of the firm.

The Hamilton Bridge Campany was awarded the contract for the erection of a new steel bridge at Kelvin.

Tenders will, in all probability be asked for early next spring, for the erection of a new steel bridge on Market street, over the canal. The present bridge is in a very dangerous condition.

In a special article on prominent men of Waterford, the Brantford Expositor says: "Prominent in the commercial life of Waterford is Col. I. E. York, who has been in business in the village for some thirty years. For years he conducted a drug and stationery business, and ten years ago hardware was added. Mr. York took a commission as 2d lieutenant in the 39th regiment in 1882, was promoted to be captain in 1887, major in 1891 and lieutenant-colonel in 1898. He commanded the regiment for five years and then in 1903, according to the usual custom, was transferred to the reserve of officers. Mr. York is secretary-treasurer of the high school board, and is keenly interested in all efforts to better the Village of Waterford."

ALLISTON.

November 2.—W. B. Clifton, who for twenty-five years prior to last October, conducted a hardware business in Alliston, has purchased a store on Victoria Street East, Alliston, which he is renovating and enlarging by adding another storey. He expects to be in his new premises in a month, and will carry a stock of about $2,000. He will also carry on his present plumbing, tinsmithing and heating business. His store will be fitted up with the latest improvements —silent salesmen and modern equipment.

M. O.

BRIDGEBURG.

November 2.—Tuttle & Bailey, warm air register manufacturers, New York, have established a branch factory here, and Pratt & Lambert, paint manufacturers, have also opened a Canadian works on this side of the Niagara river. This makes three newhardware concerns which have established plants here recently, the Hart & Cooley, New Brittain, Conn., also manufacturers of warm air registers, having located here a few months ago.

W. W.

News From the Prairie and British Columbia

Several Big Industries Locating at Vancouver — Pilfering of Goods on Their Way to the Coast—Many New Buildings at Calgary—River Navigation From Edmonton to Winnipeg—Stove Warehouse Burned at Winnipeg.

VANCOUVER.

October 30.—This is the steel age, and with the development on the coast, those having to do with this commodity are getting busy. The Western Steel Corporation, recently incorporated with a capitalization of $20,000,000, has opened offices in this city. In this company are interested a number of large and successful business men on the coast, and the scheme is to have a manufacturing site somewhere in British Columbia, and the announcement is made that they are the buyers of Fraser river waterfront, valued at $300,000.

Then, Douglas Brothers, of Winnipeg, sheet metal workers, have purchased a location in Vancouver, in a section that is already marked by the establishments of the Vancouver Engineering Works and the structural iron works of J. F. Coughlan & Co. John Douglas, who is in the city, states that his concern has been doing business in Winnipeg since 1872, and he decided to come to the coast after inspecting conditions. An expenditure of $100,000 is contemplated, with employment of 100 hands at the outset.

An endeavor is also being made to interest the Belfast shipping firm of Harland & Wolff in the recently established shipyard at North Vancouver, of McDougall, Jenkins, Limited, since the Old Country firm has announced its intention of starting in Canada.

Edward Gurney, manager of the Gurney Foundry Company, accompanied by his son, E. H. Gurney, is also on the coast looking for a site for a branch factory.

Representatives of the Ross Sleeping Car Company have also interviewed the mayor respecting the establishment of a branch here.

R. B. B.

VICTORIA.

October, 28.—Plans for the new G. T. P. wharves in Victoria have been filed with the registrar of titles. Large warehouses will be erected on the wharves. Work is to commence at once and will be finished in the spring. The cost will exceed $100,000.

The new Bank of Vancouver will open an office in Victoria.

E. F. Geiger, plumber, Douglas street, was thrown from his buggy and had his arm broken.

T. E. Raster, representing a number of American hardware manufacturers controlled by A. W. Pike & Co., San Francisco, was in town this week.

Trade during the present month, while not quite up to standard of the past few months, is keeping up very well. The outlook for the holiday trade is very good.

There has been considerable pilfering of cases of goods on the way to the coast. This week a case from Lewis Bros., Montreal, consigned to a Victoria hardware dealer, was broken open and a considerable amount of articles taken out, mostly cutlery. The box looked easy, not being bound or wired in any way.

W. B. C.

CALGARY.

November 1.—The Diamond Coal Co., of which Thos. Underwood, of Calgary, is manager, has built a private railroad line from Lethbridge to their mines.

The Calgary warehouse of the Cockshutt Plow Company will be enlarged.

The Y. M. C. A. are raising $50,000 in order to provide the necessary funds for the addition of two storeys to their building.

The contract for the purchase of weather proof common wire for the balance of this year's electric light work has been let to the General Electric Co. at $17.20 a hundred.

The Calgary Wine and Spirit Company has secured a permit for a warehouse to cost $21,000. Excavation has begun on Seventh Avenue West for the erection of two large wholesale warehouses by the Bole Drug Company and the McLaughlin Company.

D. J. Young is erecting an $8,000 residence on Mount Royal; Supt. McCauly, of the street railway, a $4,500 residence, and I. G. Ruttle, a $3,500 residence.

The sun shining through the window of J. H. Ashdown Company last Sunday afternoon certainly gave a pleasing effect to their fine display of cut glass. With Thanksgiving behind them, dealers are looking forward to and making preparations for the Christmas trade.

M. G.

PRINCE ALBERT.

November 2.—That which may prove to be an important factor in the commercial life of Western Canada was discussed a few days ago by the Board of Trade in Prince Albert. The board re-

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

ARTICLES FOR SALE

FOR SALE—One No. 112 Defiance Hot Water Heater, only used last winter, good as new. Also, one 31-inch stove pipe former 2-inch, rollers, good as new. Will sell cheap. W. F. Earl, Athens, Ontario. (45)

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

FOR SALE—Galvanized iron sheet scrap, heavy, about two tons. Wheeler & Bain, Toronto. (45)

AGENT WANTED

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it, or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Ltd. Head offices and show rooms, 424 Spadina Avenue, Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

ARTICLES WANTED

SWISS RIFLES WANTED—Anyone having an overstock of Swiss army rifles to dispose of is requested to name lowest price for prompt acceptance. Address, F. Y. W. Bratowaite, Blind River, Ont. (46)

BUSINESS CHANCES.

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware, stove and bicycle business in one of the finest farming and dairying counties of Ontario. Stock about $4,500. Apply Box 906, HARDWARE AND METAL, Toronto. (46)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

FIREPROOF SAFES, VAULTS, ETC.

IF YOU are in the market for a Safe or Vault Door, let us send you our illustrated catalogue "S." Our Safes are made to suit all requirements, from the smallest household Safe to the largest bankers' Safe made. The material and workmanship used in the construction of our Safes are the best obtainable. They are made to stand any fire through which they may be called upon to pass. Write to-day for book showing Safes which have passed through Canada's most severe fires. Address all inquiries to Dept. "S," The Goldie & McCulloch Co., Ltd., Galt, Ontario, Canada. (tf)

MISCELLANEOUS

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will install a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

INSTAL an Otis-Fensom Hand-Power Elevator. Costs only $70. Merchants and other business men can turn a second-story lumber room into a properly equipped warehouse, leaving ground-floor unhampered by reserve stock, packing cases, etc. When power is available, we suggest a belt driven elevator operated by motor or line shaft. Write for catalogue containing illustrations of the different kinds of elevators we handle, Otis-Fensom Co., 1401, Traders' Bank Building, Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods, and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Company, 285 Yonge St., Toronto

THE "Kalamazoo" Loose Leaf Binder is the only binder with a flexible back. There are no exposed metal parts to injure the desk. It is a book, not a box; and will hold firmly ten sheets or a thousand sheets—just as many as you actually require and no more. The book is stronger than any other, the alignment perfect, the sheets lie close to the desk, and the writing surface is flat. Booklet on request. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. You should therefore insure against a possible loss by sending your remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable, and buys and sells Foreign Money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

MISCELLANEOUS

COUNTER CHECK BOOKS—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using—we'll send you prices that will interest you. Our holder with patent carbon attachment will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

THE ability of your hand-writing, as well as the ease and speed with which you execute it, are matters of great importance. They are also matters of pen point. Use "Crucible" Steel Pens and settle the matter. 15 different styles. Ask your dealer for free samples and pick out the pen you want. If he cannot supply you, ask us and we will send samples by return mail. The Copp, Clark Co., Ltd., 64-66 Front St. W., Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

HARDWARE AND KINDRED TRADES AUSTRALASIA, SOUTH SEA ISLANDS, DUTCH EAST INDIES, ETC.

A FIRM of Manufacturers' Representatives, old established, keen, experienced, active business men, thoroughly conversant with the Hardware and kindred trades on the above markets, have been representing important British concerns continuously for 12 years, have Offices and Showrooms in Sydney, and are about to open in Melbourne. Working the whole of the above territory at least once per annum and the more important centres two or three times. Three experienced men continually travelling. One of the partners is now in England and would like to OPEN NEGOTIATIONS with a Canadian firm of repute for their SOLE AGENCY. Replies will not be considered unless for Sole Agencies, for at least the whole territory of Australia, and Commission on all orders coming off the Agency territory either direct or through Merchants and Shippers. Negotiating firms must please state specifically the conditions and terms they are willing to offer. Replies "Boomerang," care of "The British Export Gazette," 33 35, Eastcheap, London, E.C., England. (45)

ROLL TOP DESKS AND OFFICE FURNITURE

A RELIABLE firm of Manufacturers' Agents, with Offices and Samplerooms in Sydney, are anxious to secure SOLE AGENCY for the whole of Australasia for Canadian Desks, Roll and Flat Top, Typewriter Desks, Office Chairs, Filing Cabinets, etc. Know the trade well, were interested in 2000 Desks imported into Australia last year, source of supply now closed. Goods, prices and K.D. packing must be right. Particulars can be furnished of best selling lines if necessary. Commission required on all orders executed for the Australasian market, direct or otherwise. Partner now in England may be able to visit Canada on return Journey. Negotiating firms must be prepared to quote prices f.o.b. Ocean Steamer, and state specifically the conditions and terms on which they are willing to place the Agency. Replies "Alpha," care of "The British Export Gazette," 33-35 Eastcheap, London, E.C., England. (45)

SITUATIONS WANTED

A YOUNG married man of exceptional ability, with 15 years' experience in the hardware, tinsmithing, stove, plumbing and heating business, desires position on the road with responsible firm in any of the above lines. Can furnish references if desired. Box 911, HARDWARE AND METAL, Toronto. (46)

EXPERIENCED furnace and stove salesman open for engagement with first class company the first of the year. Twenty years' practical experience in Canada and United States. Six years' traveling experience in Ontario. Would consider city engagement. Address, Box 907, HARDWARE AND METAL, Toronto. (tf)

WANTED—Position as hardware salesman; wide experience in shelf and heavy hardware. Best of references. Would start work at once. Box 910, HARDWARE AND METAL, Toronto. (47)

SITUATIONS VACANT

WANTED—Salesman with well established trade to sell an old and well established line of refrigerators on commission basis. Give full details as to lines carried, references, etc. Box 912, HARDWARE AND METAL, Toronto. (50)

solved to urge upon the Dominion Government the task of opening up navigation on the Saskatchewan river, between Edmonton and Winnipeg. The fact that such an undertaking is feasible was made known fully thirty years ago, when Colonel Ruttan, Winnipeg city engineer, made an investigation for that purpose. The need of the work at that time, however, did not warrant the immediate opening of the route and since that time it has almost been forgotten. Upon inquiry, however, it is found that the greatest work in that connection is the construction of a canal about twelve miles long, at the head of Lake Manitoba. The combined efforts of the Boards of Trade in the west is sought for to interest the Government in the project at once. It is known that the freight rate on coal from Edmonton to Winnipeg is at present four dollars per ton, while it is estimated that it could be brought down by steamer for at least $1.50 per ton, and at a profit. Should the route be opened the trade between Winnipeg and Edmonton would be greatly increased in many lines.

L. C. H.

WINNIPEG.

November 3.—The Retail Hardware Merchants' Association met on the evening of November 1, and discussed several important measures. President Charles Mulvey presided.

The James Stewart Manufacturing Co., Woodstock, were unfortunate enough to lose their warehouse and entire stock in Winnipeg by fire on Saturday, Oct. 30, but fortunately their insurance will fully cover the loss. Cars which they had on the way at the time of the fire have since arrived, and further ones are now on the way. Temporary quarters have been secured, and they are conducting business as usual.

F. O. Joy, for some years manager of the sporting goods department in the Miller-Morse wholesale hardware house, has severed his connection with that firm to take a similar position with the Marshall-Wells house in Portland, Oregon.

C. W. Playfair, chief auditor for the Miller-Morse hardware company, was married on October 25, to Miss M. Playfair, of this city. Mr. Playfair was presented with a handsome clock by his fellow employees.

Dunn Bros., of this city, have been awarded the contract of equipping the new twelve-storey McArthur building with fireproof metal doors and windows. This is the largest contract of this kind ever let in this city.

Workmen are busy at present constructing a large display window in the Ashdown retail hardware store on Bannatyne Avenue. Mr. Ashdown believes in window displays and lots of light. In the spring he contemplates further alterations in this connection.

Berry Bros., varnish and paint manufacturers, Walkerville, Ont., contemplate erecting a branch factory in this city in the near future.

L. C. H.

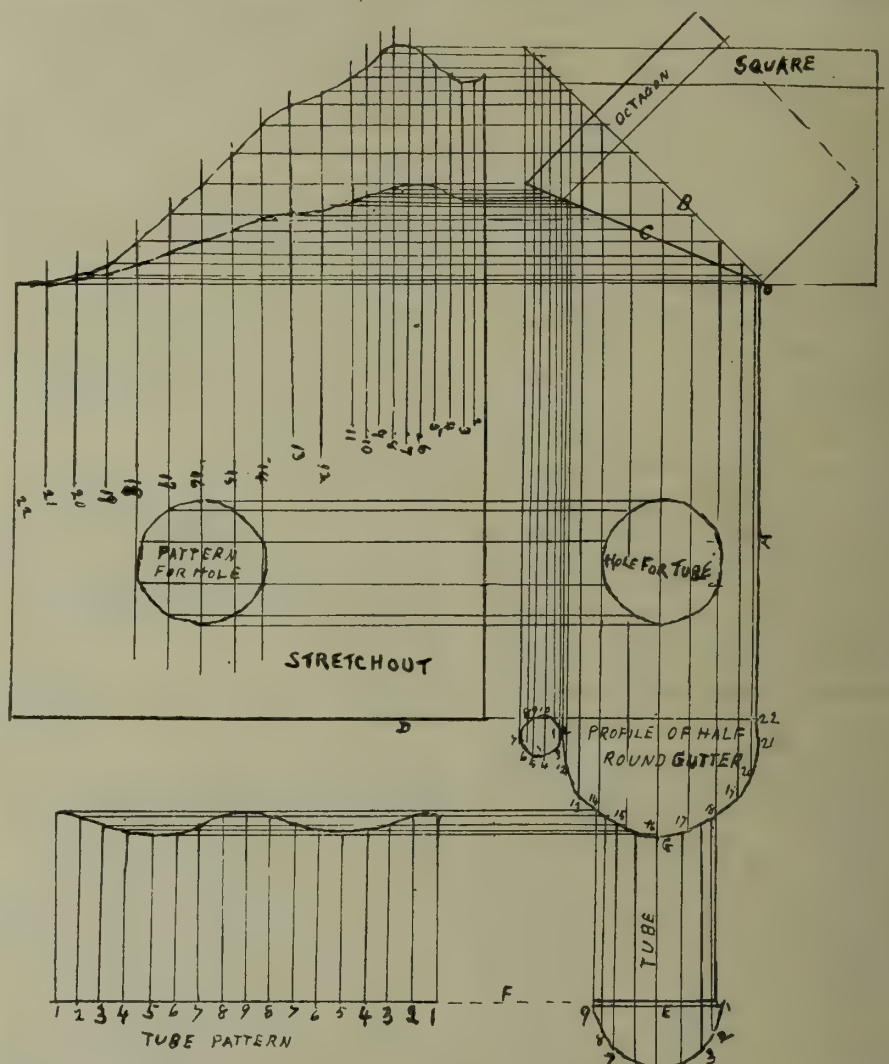
Cutting Patterns in the Tin Shop

HALF ROUND GUTTER.

To draw a pattern for square and angle mitre for a half-round gutter, draw the profile of gutter the required size and shape on the line D and divide it into any number of equal spaces. Erect the line A and at any convenient point, viz, O, strike mitre lines B and C. Draw lines from points in the profile parallel with the line A and intersecting the mitre lines C and B. Now measure the distance of these spaces and set them off on stretchout line D and draw lines indefinitely from points in stretchout at right angles with line D. Place your square at O and at right angles with line A. Draw lines from intersecting points in mitre line to the corresponding number in stretchout. Now draw lines through intersecting lines in stretchout and this will be the correct pattern.

To draw pattern for a tube, draw tube the required size and erect centre line E G and at E strike a half circle and divide it into any number of equal parts. Draw lines from these points parallel with line E G, intersecting profile of gutter. Draw line F and space off the stretchout 1-9-1, and draw lines indefinitely from points at right angles to line F. Place your square parallel with line F. Draw lines from G to corresponding numbers in stretchout. This gives required pattern. Edges to be allowed.

W. M. M.



HARDWARE PATENTS.

The following is a list of patents issued by the Canadian Patent Office on Oct. 12, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa.

121109—O. Blakeley, Seattle, Wash., combination tools.

121140—W. H. Hammon, Pittsburg, Pa.; pipe couplers.

121151—A. G. Kjellerstedt, Torrington, Conn.; tongs.

121172—C. E. Ragsdale, Trafalgar, Ind.; quick acting wrenches.

121213—R. Cook, Berlin, Ont.; ball bearings.

121253—J. T. Hamill, Guelph; carriage springs.

Marshall-Wells Co., Winnipeg, has been granted a Dominion charter.

IT LOOKS SMALL

but there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactory than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion. 1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Write or phone our nearest office.

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

Stephens'

Some people have paint troubles, others use Stephens Paint and are happy. The paint with long life. The paint that saves the painter time and the householder money. The paint that pours out Golden Sheckles in your lap, Mr. Dealer—Stephens lines embrace everything used by the painters and paperhangers (except paper). Our shipping facilities are exceptional—all orders leaving our warehouse the same day as received. Our advertising campaign unique in its sales-producing capacity. We would like to explain it more fully to you, being sure it will interest. Write us, asking for our agency proposition and selling helps.

G. F. STEPHENS & CO., LTD.

Winnipeg and Calgary

Oshawa Galvanized Steel Shingles. You can't afford to roof a thing without Oshawa Galvanized Steel Shingles. Good for a hundred years. Send for the free booklet.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Read a FREE Book about better ceilings. Tells of two thousand designs for every sort of structure from a cathedral to a warehouse—proves why our ceilings cost less. Get the book. Ask our nearest office.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

A few Reasons Why You Should Handle PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Nov. 4.—Orders for out-of-town shipments are not heavy just now and the trade is largely of a sorting nature. The continued beautiful weather has meant a boom to the building activity in every part of the west. The trade is good for door and window fixtures. Glass and putty are going out in large quantities and will continue to do so for some time. The demand for finishing paints and varnishes is good, but it will soon begin to weaken.

There is a good demand for miners' and lumbermen's goods just now. Picks and crowbars are being ordered, as well as drill steel. Cross-cut saws are in good demand for the B. C. trade, as well as in some sections of Manitoba.

The Christmas trade promises to be excellent. The more remarkable demand for these lines is in cutlery and plated ware. Sporting goods, chiefly skates and hockey sticks, continue to go out freely. Locally, the heating goods lines are greatly in demand. Tin and galvanized sheets are being used very extensively in hot air furnace work. Hall stoves are a good feature of the trade this year in rural sections.

Collections are fair and wholesalers are expecting larger returns to be made soon.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $3 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, 5 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

IRON WASHERS—Full box, 45 per cent.; smaller lots, 40 per cent.

LANTERNS—Cold blast, per doz., $7; painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 31½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.65; 18, $3.70; 20, $3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

TIN PLATES—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pennoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; National Light, 25, Silverlight, 21; engine gasolene, 24c; Acme Lamp, 30; White Lily, 23; Royal, 22½c; White Rose, 24.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 76; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

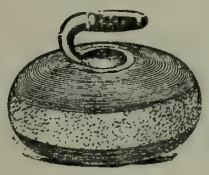
CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

Genuine "K" Red Hones



We import only this celebrated line of curling stones, which are universally recognized as the best made. The running surfaces are cut by a new process which ensures absolute accuracy and uniformity in play. We can supply in all weights from 36 to 42 lbs. each. Also curling-stone boxes, brooms and uniforms.

Liberal Discounts to the Trade.

The Hingston-Smith Arms Co.,
Limited
Sporting Goods - Winnipeg

Quality a Sure Foundation on Which to Build Your Business

ARE you interested in making your paint and varnish business pay better? There is no surer way to build up a business than by stocking a line of goods that has *quality* back of it. It means that you are following the straight road to success, because then you are neither deceiving yourself nor your customers. Quality in Sherwin-Williams Products will gain the confidence of the public and hold trade for the dealer who stocks S-W. goods. Read what The Little Paint Man has to say on the subject.



The quality in S.W.P. not only keeps old customers, but it brings in new ones.



The profit from selling high quality goods is not all in the money you make. Part of it is in the reputation you build up.



A business that is going to last cannot be built up on a compromise between good and poor quality.



Why take chances by selling an unknown paint? S.W.P. is an established product.



"Cheap" by the gallon means "dear" by the job.



This will be a good year for good business for those who sell good paint.

If you are interested in a Quality Proposition, write to

THE SHERWIN-WILLLIAMS CO.

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 710

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



A MARTIN-SENOUR PAINT AGENCY

if fully explained will interest you.

The 100% PURE PAINT will increase your sales.

We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

EDMONTON - - - - - WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Two new elevators will be erected at Port Arthur next year.

The Quebec Harbor Commissioners will rebuild their freight sheds.

A new lumber mill will be erected at Nahima, on the Alberni Canal, B.C.

The Wetaskiwin Mattress Co. is to have a warehouse erected at Camrose, Alta.

A Chicago company wants to erect a grist mill and brewery at Wainwright, Alta.

The Prince Albert Laundry Co. will build a new laundry building at that place.

Four of the six grain elevators building at Fort William are practically completed.

The Wetaskiwin Produce Co. will erect a creamery and cold storage building at that town.

The Paymaster mine at Gold Rock, near Keewatin, Ont., are erecting a stamp mill.

Harvey Motors, Ltd., intend erecting a marine and stationary engine plant at Dundas, Ont.

Messrs. Battle will shortly erect a building at Thorold for the manufacture of concrete blocks.

The Oliver Mfg. Co. secured the contract to build a new warehouse for Bentley Co., at Lethbridge.

V. Williamson has the contract for building an addition to the O. & W. Thum Co.'s fly paper factory at Walkerville.

The contract has been let to Wm. Kribs for the extension to the premises of the Hespeler Machinery Co., at Hespeler.

S. Homan has been awarded the contract for the addition to the branch of the International Acheson Graphite Co.'s works, Niagara Falls.

Barber & Johnston have been granted a permit to erect a pork packing plant at Guelph, and building operations will be commenced at once.

The McClary Manufacturing Company, London, will within a short time, commence work on a new warehouse in the southeast end of that city.

The Continental Oil Co. have commenced the foundations of a warehouse at Regina. Stakes have also been set for a warehouse for the Canadian Oil Co.

The Sumner Iron Works Co., of Everett, Wash., is having plans prepared for works, to be in operation within six months, and to cost $300,000, at Vancouver.

The Allan Hills Edge Tool Co. have opened up operations at the old axe works in Galt, which had been closed for a year. In a short time 100 men will be employed.

Construction of the new drydock and shipbuilding plant is being rushed. Five hundred feet of cofferdam are now completed and the work of putting it in place has begun.

The British Columbia Electric railway has let the contract for the erection of its new car-barns and repair shops at New Westminster to W. W. Forrester. Work will be commenced immediately.

The recent business interests combination of the Frost & Wood Works, Smith's Falls, and the Cockshutt Plow Co., Brantford, has resulted in the addition of 75 men to the pay roll of these two concerns.

A company capitalized at $250,000 has been formed, under the name of the St. Lawrence Car Works Co., to carry on a railway car building industry at Levis. The new company proposes to establish works capable of turning out 600 cars a year on the average, representing a value of $600,000 at least, and to spend over $60,000 a year in salaries.

A building permit was taken out by R. Bowman for a five-storey block at Vancouver. The building is designed for warehouse and factory purposes. It is understood that before it was planned a ten-year lease of the premises was made to representatives of a local industry, which will employ 50 hands as soon as operations are started.

Clare Bros. & Co., Preston, have let the contract for an additional storey to be put on the present building used as the stove mounting shop. Every manufacturing industry in Preston is working over-time and sorely taxed for space to make the turn over required to meet with the delivery of orders as they are booked.

Douglas Bros., a Winnipeg firm of sheet metal workers, have purchased a plot of land there on which a new plant will be erected. Work will be started at the first of the year, and it is the intention to spend $100,000 for the initial buildings and equipment. One hundred hands will be employed at the outset, but the plans of the concern will be so arranged as to allow of expansion.

A syndicate of Canadian business men, headed by a group of prominent Halifax gentlemen, and backed by the big shipbuilding firm of Swan, Hunter & Wigham Richardson, Wallsend-on Tyne, England, will apply for a charter of incorporation for a company, to be capitalized at $10,000,000, for the purpose of erecting large shipbuilding docks at Halifax and Dartmouth, and is said to have been purchased for the purpose.

The Ross Sleeping Car Co. are looking about Vancouver with a view to the establishment of a large car building plant there. The concern has recently been organized with large capital to put on the market a sleeping car of steel construction, which has many improvements over the cars now ordinarily used, these being covered by patents in the United States and Canada. The company expects to employ 500 men.

Public Buildings.

After the site for the new fire hall in Western Fort Rouge has been located the Winnipeg civic authorities will be ready for the erection of four fire halls, which will be built next spring. Each hall will cost about $13,000.

The B. C. Government is at present considering plans of the new Prince Rupert general hospital. The plans call for a two-storey structure to cost about $20,000. The work will be started as soon as plans are approved.

The contract for the erection of the new theatre to be built at Regina for Whitmore Bros., from plans prepared by Storey & Van Egmond, has been awarded to Murphy & Martin, at $16,000. The house is to be completed by the middle of December.

The contract for the erection of the new Royal Arthur school, at Montreal, was awarded to C. E. Deakin, by the Protestant Board of School Commissioners, at their last monthly meeting. The contract price is $82,452. The school must be completed by Aug. 10, 1910.

The Brantford Collegiate Institute trustees have accepted the bulk tender of Schultz Bros. for the erection of the new Collegiate Institute, the price being $64,519. This does not include, however, plumbing, heating, electric wiring, ventilation and dolomite flooring, which will probably boost the total cost close to $80,000 in all.

Work will shortly be commenced on the foundation and basement of the proposed new sanatorium at Little Manitou Lake, near Watrous, Man. At a meeting of the directors held in Winnipeg recently it was decided to appropriate $150,000 of the stock which has already been subscribed, and go ahead with the building at once.

The Vancouver school board instructed the building committee to commence at once the erection of an eight-room building in the south end, an eight-room building in the southwest part of the city, and an extra four-room adition in the east. In order to provide more accommodation, a manual training building is to be built on the Fairview grounds, so that the room now in use for manual training may be in condition to use as regular classrooms. These improvements are to be ready by the end of the midsummer term, next year; also the Kitsilano and Mount Pleasant schools are to have additions.

General Building Notes.

F. J. Smith will build a $10,000 dwelling at Toronto.

W. Cope will have a $30,000 block erected at Saskatoon.

The Bank of Hamilton will build a branch at Roland, Man.

Dr. Holmes will erect at Vancouver a $30,000 business block.

The Imperial Bank will erect a new building at Kamloops, B.C.

A $30,000 addition is proposed to be built to the Halifax Y.M.C.A.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Don't Let YOUR Profits Get Away

The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquiries we send you, get *your* share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS

330 RIVER ST., FITCHBURG, MSS.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Ask US to quote you for

PAINTS (READY MIXED AND IN PASTE)

DRY COLOURS

DISTEMPERS, VARNISHES, Etc.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

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HOYLE ROBSON BARNETT & CO. Ltd.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

The Quality of the Iron

carried by a hardwareman reflects the quality of his general stock!

Why not sell LONDON IRON ?



The kind which is uniform and flawless throughout. Write for prices.

Sales Agents: Baines & Peckover, Toronto, Ont.; Bissett & Loucks, Winnipeg, Man.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

J. H. Williams, Hamilton, will build six houses at a cost of $8,000.

Smith & Kirkpatrick will build a house at Winnipeg, to cost $4,500.

The Bank of Toronto will soon erect a large office building at Toronto.

J. J. Downey, will build at Toronto, three detached dwellings, to cost $10,000.

James H. Maher, is erecting an apartment house at Montreal, to cost $35,000.

A site has been procured for the new residence for the Lieut.-Governor at Edmonton.

A. A. Mitchell, Toronto, will erect two pair of semi-detached dwellings, to cost $14,000.

T. Oddson, Winnipeg, has taken out a permit for an apartment block to cost $31,000.

A permit has been issued to the Y. W. C. A. to build at Vancouver at a cost of $21,000.

A permit has been granted to J. C. Steele for a dwelling at Brantford to cost $3,000.

J. Madden, Souris, Man., has the contract to put up a new bank building at Souris, Alta.

The Fraternal Order of Eagles are to have a brick building erected at Coleman, Alta.

G. A. Monette, Montreal, is preparing plans for a presbytery to be erected at Laprairie, Que.

A building permit has been issued to J. McGraw for a dwelling at Brantford to cost $2,700.

The authorities of McGill University are considering the advisability of building dormitories.

Wilkins & Co., will erect three pairs semi-detached, brick dwellings, at Toronto to cost $12,000.

Morrison Brothers, Vancouver, purpose erecting in the spring a large apartment building.

A large summer house is to be built in connection with Antigonish College at Antigonish, N. S.

J. A. McRae has the contract for the erection of the new brick block for Jas. McGrady, at Port Arthur.

James Esson has let the contract to S. G. Brauch for the erection of a business block at Preston, Ont.

W. T. Jackman has started excavating for a new business block at Chilliwack, B.C., to cost $4,000.

The contract for the Rookery Building at Winnipeg to cost $165,000 has been awarded to G. H. Walton.

J. Avery, Ladysmith, B.C., has been awarded the contract for the concrete work in the new convent school there.

W. W. Blair, Winnipeg, is preparing plans for a four storey office building to be erected at a probable cost of $100,000.

Plans have been prepared for a three-storey addition to the Revelstoke, B.C., Y. M. C. A. at an estimated cost of $15,000.

It has been decided to build an annex to the Royal Alexandria, Winnipeg, instead of an addition to the present building.

A lot has been selected at Goderich as the site for the Masonic Temple. It is proposed to have the foundation laid this fall.

The Bank of Hamilton has purchased a site adjoining the Y. M. C. A. building at Paris, on which they will erect a bank building.

The C. N. R. is negotiating with the Brandon Board of Trade in reference to the erection of an hotel on the company's land there.

Plans are being prepared for an hotel to be erected at Winnipeg at a cost of $85,000. F. A. Meyers, Fort William, Ont., is interested.

The Winnipeg Y. M. C. A. will procure plans at once for a Central building and a branch in the north end, the two to cost nearly half a million dollars.

Recent building permits issued at Lethbridge include: J. K. Smith, residence, $2,000; W. H. Johnson, residence, $2,500; H. Byer, three residences, $7,500.

A. D. McRae, president of the Fraser River Lumber Co., has awarded to the Gribble-Skene Co., the contract for a palatial residence at Vancouver to cost $100,000.

The C. P. R. are to build a large hotel at St. Andrew's, N.B. Plans have been prepared and tenders are now being called for, so that the work can start in the spring.

A building permit was issued to W. R. Arnold covering the erection of a steel and concrete block at Vancouver. The building will be two stories in height and cost $9,000.

Hon. Geo. A. Cox, Toronto, Ont., one of the directors of the Canada Life Association, announces that the company is having plans prepared for a business block to be erected at Vancouver at a cost of $275,000.

The Board of Directors of the Y.M.C.A. have approved of the purchase of a new building site at Montreal. It is expected that the contract for the erection of the proposed Westmount building will be let this fall.

S. Plante will build five houses at Montreal for $14,000. Jos. Beaudry will also erect there a dwelling for $12,000. Mr. Beaudry also got an alteration permit for $6,000 worth of alterations to his building at the same place.

Recent Winnipeg building permits include: W. R. Gorrell, dwelling, $7,000; J. C. Hicks, four dwellings, $2,500 each; Claydon Bros., apartment block, $45,000; B. C. Cockshutt, dwelling, $4,000; H. C. Davidson, dwelling, $3,000; Smith and Kirkpatrick, four dwellings, $4,200 each.

Work has been started on the foundation of the Eastern Townships Bank building at Grand Forks, and will begin on the Royal Bank building there at once. Both contracts have been awarded to McDonald, Wilson & Snyder, of Vancouver, and both buildings are to be completed before the end of the year.

Recent building permits at Vancouver are:—W. J. Harrington, two dwellings, $9,000; Mrs. D. Draine, dwelling and stores, $2,400; W. R. Arnold, concrete building, $9,000; A. E. Burnett, dwelling, $5,000; Purdy & Lonergan, dwelling, $4,000; F. Bowser, brick addition, $10,000; G. A. Boult, dwelling, $2,800; W. L. Keate, bungalow, $3,000; Reiley Bros., dwelling, $2,800; H. P. Falls, dwelling, $2,000; R. J. Coleman, dwelling, $2,800; W. W. Stuart, dwelling, $3,500.

Railway Development.

A system of belt lines is proposed for Port Arthur's street railway system.

The Canadian Northern is planning many extensions in the west and in British Columbia.

It is rumored that the Grand Valley Railway Company will extend their system to London next year.

A party of engineers has started from Pas Mission to locate the Hudson's Bay line from there to the bay.

The Calgary street railway management find it necessary to extend the present system, and will spend $40,000.

The Canadian Northern will be into Kamloops within two years' time and will go down the Thompson and Fraser rivers to the coast.

It is expected that track-laying on the Ontario West Shore Electric Railway, between Goderich and Kincardine, will commence in a few days.

The Chicoutimi Pulp Co. has awarded contracts for the construction of an electric railway from its mills to the limits in the Riviere du Moulin district.

The Winnipeg Street Railway has been notified by the city council that, owing to the increase of the population in the northwestern part of the city, it must extend its system.

The plans of the Montreal and Southern Counties Electric Railway comprise, besides the St. Lambert line, three extensions, viz., from St. Lambert to Chambly, a second to Longueuil, and a third to Laprairie and the up-river parishes.

Progress is being made by the survey party making preliminary locations for the line for the Victoria and Barclay Sound Ry. The party has reached Boulder Point, 40 miles from Victoria, and are rapidly approaching San Juan, the objective point for this season's operations.

The contract for the construction of the uncompleted portion of the Alberni branch of the Esquimalt & Nanaimo railway, a section of about 27 miles, at the western end of the road, has been awarded to Janse, McDonell & Timothy, Calgary. Construction will commence immediately.

Shut out of the Fraser river canyon owing to the prior location of the Canadian Northern Railway, it is stated that the Grand Trunk Pacific has virtually decided to seek another route for that portion of its proposed branch line between Kamloops and Vancouver. Its engineers have virtually completed the survey of the line all the way from Yellowhead pass via Cranberry lake and thence down the North Thompson to Kamloops.

The Retail Paint Trade

PUSH HOUSEHOLD LINES.

Paint dealers generally do not push their household lines hard enough. They probably extend themselves on exterior paints, but the varnishes, japans, stains and enamels which help so much towards beautifying the house are left to sell themselves. Probably the dimensions of the order in the two cases has something to do with this. Convince a property owner that his house wants painting and the dealer sells gallons of paint. Use nearly the same amount of energy in convincing a householder that the radiators, stove pipes or kitchen chairs want brightening up, and the merchant sells a small tin or so. But wait a bit.

The sale of a small tin is a customer gained. The merchant secures an entrance into the house. The name of the manufacturer becomes familiar, for no person either sees or uses a tin of stain or enamel without reading the labels which are made attractive for that specific purpose. That small tin is an advertisement for the merchant—he cannot venture to estimate what value it may be to him. It may mean an order for a large quantity of exterior paint next spring, it may mean one from a visitor to the house, and it may mean customers for other things outside paint.

Besides there is a large consuming field for these small tins, and a field that can be worked at a time when the paint trade is at its dullest ebb, and that is the winter. It is in the winter time that the head of the house is more often at home and can be coaxed into taking off his coat to do some needed embellishment. It is in the winter time that card parties and other re-unions demand extra chairs from the spare room or the kitchen to accommodate the guests. Besides the house on these occasions is on inspection. Everything must look nice, and nothing achieves that better and more quickly than a tin or two of stain or enamel.

Think of the number of houses in the community that could be brightened up this winter, and then set to work to get some of this trade. Even small tins when sold rapidly mount up. And the profit is good.

Cater for the women, for it is the women who buy household specialties. Arrange the windows to please the ladies, and attract their notice. Have ocular proof of what varnish can do with a chair that has been hardly used, or how aluminum can improve a tarnished stove pipe. Make the paint department pleasing to the eye, and so attractive that the women customers are drawn at once to the paint department. Cater especially for this household demand, and the dealer will have no occasion to complain of dull times around now in his paint department.

W. Dodson & Son, Hamilton, have the contract for painting the Otis Fensom Elevator Co.'s new building at that place.

Floorglaze

Sells All Year Round

With a full line of Floorglaze Enamels and Transparent Lacs (the new Floorglaze line) you can take care of a bigger trade without stocking so many kinds of paints and varnishes as you carry now.

Floorglaze

Good for All Purposes

Because Floorglaze costs less, looks far better and lasts far longer on any work indoors or out. You can guarantee it fade-proof, water-proof, and almost wear-proof.

Floorglaze

A Steady Seller

Send for sample can, new color-card, and proof that it is sold ***for*** you as well as ***to*** you. Get started right now to benefit by our vigorous advertising for the dealer's benefit.

Imperial Varnish & Color Co., Limited
TORONTO

Stocks at Toronto (6 Morse St.); Winnipeg, (108 Princess St.); and Vancouver (550 Beatty St.)

M. R. M. CO.

HORSE NAILS



Made from **Swedish Material**

By our **New Cold Process**

Hardware dealers who stock "M" Horse Nails are making a good margin of profit on a brand which is giving every satisfaction to the farrier trade by its uniformity and strength.

The Montreal Rolling Mills Co.

PAINT AND OIL MARKETS

MONTREAL.

November 5.—Although very good orders have been received during the week, trade generally shows a slight falling off and it looks as if a quieter state of things were about to set in. This is only to be expected during November and succeeding months. Heavy consignments for the early spring trade are still being dispatched to those points which depend largely upon water navigation.

Linseed oil has again advanced, and the offer to book orders for January, February and March at lower quotations than at present prevailing has been withdrawn. A period of stiff prices is evidently anticipated. No other price changes are announced. The market is firm all the way round, and the general tone is very good.

TURPENTINE—The market continues firm. Buying is steady but not over active. Higher prices are anticipated in some quarters, but at present no changes have been generally made, and turpentine can still be obtained for 80c in single barrels.

LINSEED OIL—Linseed oil keeps on the upward trend, and quotations for immediate delivery have been advanced 1c per gal. The invitation to book January, February and March oil at lower quotations than at present prevailing has been recalled. It looks, therefore, as if lower priced oil is a long way off. In fact users may have to face further advances. A fair demand is reported without any great tendency to stock up beyond immediate requirements. We now quote: 1 to 4 barrels, in one delivery, raw, 73c per gal.; boiled, 76c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The call for white lead is easy. Cut figures are still prevailing, although most of the grinders would like to see an advance. We quote: Strictly pure about $5.25 to $5.75, according to quality, and No. 1 $4.85 to $5.25 f.o.b., Montreal.

RED LEAD—Some heavy shipments are coming in, and being stored for winter use. The immediate demand is not over active. The market is unchanged, and we quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—The market is without feature, and the demand is slow. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS—Shellacs form a very heavy item in all the varnish orders, and as gums are low in price there is a tendency to cut both for orange and white shellac in barrel lots.

PUTTY—The demand is keeping up well, and grinders are satisfied with the volume of business. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TORONTO.

November 5.—On the whole trading is fair. There is no big call for any particular lines, but steady demand exists for general paint goods for sorting-up. The movement in glass is good. Linseed oil and turpentine on account of advances are experiencing a lull, though when the trade realizes that the market in these two lines is firm buying will no doubt be better. Varnish prices are strong because of the high quotations of oil and "turps." Linseed oil has made another one cent advance. All other lines remain unchanged.

LINSEED OIL—This line has again advanced in price. The English market for seed has gone up somewhat further, and the American market now reaches very near the highest point in the last five years. A report comes from the Argentine Republic that there is a plague of locusts down there this year, which are likely to interfere with many crops, flax amongst the rest. If this should be confirmed it will make it almost certain that there cannot be any reduction in the price of linseed oil for the next six months. Some few orders are now being placed for future delivery. The local advance on linseed oil has only been one cent per gallon for present delivery, and three cents advance for futures. The new prices are 73c and 76c for raw and boiled oil respectively in barrel lots.

TURPENTINE—In regard to turpentine, there has been some little accumulation of stock of late at Savannah and it does not appear likely that prices will go any higher than they are at present for this season, though as the date for receiving stock is yet three months away there is no telling what may happen in the event of the ordinary demand continuing, which seems likely, as business in the line of paints and varnishes is still fairly brisk; the local market quotations are unchanged, 83 cents being the ruling figure asked with several houses asking from one to two cents below this.

WHITE LEAD — Sales are fair in size, and prices remain at $5.55 to $6, though some outside points are said to have been buying in quantities below this.

RED LEAD—Demand is good at the usual prices—$4.25 for cask lots and $4.50 to $4.55 for 100-lb. packages.

GLASS—Sales are splendid for glass, so all jobbing and importing houses report. The market is getting firmer, though slowly. The 30 and 5 off and 30 and 10 off on specifications which have been ruling all summer have advanced generally to 30 straight, and one house has gone one better by making the discount 25. Stocks in jobbers hands are

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

ARE YOU READY

to supply the insistent demand for

MURESCO

the best wall finish, which imparts to walls and ceilings that subdued, velvety appearance so much desired? It is durable, artistic, sanitary and economical, inasmuch as one coat is sufficient in most cases. You will find MURESCO a most easy and profitable line to handle.

GET OUR COLOR CARD AND PRICES TO-DAY

BENJAMIN MOORE & CO., Limited

WEST TORONTO, CANADA

NEW YORK CHICAGO CLEVELAND

LACQUERET!

What is it ?

"Lacqueret" is neither an enamel, paint or varnish, but a translucent lacquer at whose magic touch the oldest and dingiest furniture and woodwork seem to get a new lease of life. You have only to explain the many uses of **LACQUERET** to effect a ready sale. Ask about our dealer-helping selling plan.

INTERNATIONAL VARNISH CO., LTD

TORONTO

MAKERS OF FINE VARNISHES

Branch of Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

low, and arrivals are coming forward in small lots only. The last boat to Montreal left the other side yesterday (November 5), and further importations will have to come by way of Portland or St. John at winter rates and at a higher freight cost. This leads one to believe that higher prices here will soon be in order, especially as it is now said that Toronto prices at present are below Montreal's quotations.

PUTTY — Orders are good and the movement of putty is seasonably heavy. Prices are firm. Casks are $1.75; 100-lb. drums, $2, and bladders, $2.15 to $2.25.

PETROLEUM—Delivery continues in strong volume. Quotations are unchanged. Pratt's astral is 17½c; water white, 15½c; and prime white, 13½c.

A KNOWLEDGE OF PAINTS.

A definite, comprehensive knowledge of both the use and abuse of paints is something every dealer should take pains to acquire, says Hardware Trade.

Such information is vital to the dealer's success. It will increase both the volume and profit of his paint business.

And when one comes to study this paint question, sees on every hand such vast possibilities for extending it, and realizes the fact that a large percentage of paint business eludes the dealer every season because of this lack of definite knowledge, it is enough to "make angels weep." Paint, as marketed to-day, is one of the cleanest, easiest and quickest moving commodities handled by the retail dealer.

But the great trouble to-day is, too many dealers merely "handle" paint. Most of them know there is a certain demand for paint. So they handle paint because people ask for it. There is a vast difference between "handling" paint and "selling" paint. The former requires no effort on the dealer's part. He merely supplies that portion of an existing demand that strays into his store. The latter calls into play the dealer's abilities as a salesman. It draws upon his knowledge of paint; demands a study of the needs of his customers and prospective customers; requires of him painstaking effort, unceasing and conscientiously carried out.

If even one-half the thought, effort and money expended annually by paint manufacturers in educating consumers in the uses of paints and finishes were made use of by the dealer, his paint sales would grow at a rate not only gratifying but astonishing to him. Before the retail paint dealer can develop his paint business as it should be, he must know it thoroughly. Then he must make full use of the selling forces the manufacturers places at his disposal.

It is in this failure to use properly the selling forces of the manufacturer that the dealer loses most of his opportunities to develop and enlarge his paint business. And it is too bad to see so much productive energy going to waste; to see a retail paint business either dwindle to nothing or remain stationary, when it ought to pulse and throb with life and activity, growing, expanding, always reaching out for "new worlds to conquer."

FOLLOW-UP LETTERS.

Every merchant should have a follow-up letter system. He should have some dignified and accurate method of ascertaining if the various purchases made by customers at his store have met their requirements. He should try to learn, too, why this or that customer who formerly traded with him quite regularly now goes elsewhere for his goods.

A customer who has visited your store regularly for years or some months, and then ceases coming should be sent a dignified, courteous letter, asking why he or she has ceased to trade with you.

If possible, the dealer should obtain the name of every new customer who comes into the store. This may be done by offering to have the package he or she buys delivered. In this way both the name and the address are easily gotten. A record of this should be kept, together with the date of purchase.

Your clerks should be instructed to watch for the second appearance of that customer in the store. If the customer does not come again, a polite formal note should be mailed, asking if the article purchased did not meet the requirements of the purchaser and offering to adjust the matter satisfactorily if anything is wrong.

CONFIDENCE IN YOUR GOODS.

In carrying an agency for mixed paints the dealer must be certain that he has a reputable line. He must be certain that the goods are all right, and that the price is fair, for these are the points which can alone carry him through. As other men cannot reap any of the advantages of his advertising and selling campaign, so he cannot reap any advantage from theirs, and, therefore, he must rely solely upon the quality and price of his goods. If people once take an objection to his brands, then his case is a hard one.

GOOD COLD WEATHER SELLERS.

Carriage heaters or foot warmers are good sellers for cold days. The Chicago Flexible Shaft Company, in their "Big Hit" assortment have a line which contains 2 each of their three best selling heaters and 6 dozen bricks of the celebrated Clark coal. No castings of any kind are used in the Clark heaters and each one is guaranteed to please and satisfy the purchaser or money will be refunded by the Chicago Flexible Shaft Company who sell to practically all the leading jobbers in Canada.

J. R. Robinson, at $890, has the contract for painting the new Jones Avenue school, Toronto; and at $680 will paint the new Logan Avenue school, there.

THE CANADA PAINT COMPANY
LIMITED
MANUFACTURERS

PAINT FOR BRIDGES.
PAINT FOR HOUSES.
PAINT FOR VESSELS.
PAINT FOR DIPPING.
PAINT FOR FLOORS.
PAINT FOR WAGONS.
PAINT FOR BRICKS.
PAINT FOR BOX-CARS.
PAINT FOR COACHES.
PAINT FOR STATIONS.

JAPANS FOR BAKING.
JAPANS FOR PAINTING.
JAPANS FOR DRYING.
JAPANS FOR JAPANNERS.

VARNISH FOR IMPLEMENTS.
VARNISH FOR CARRIAGES.
VARNISH FOR FLOORS.
VARNISH FOR OILCLOTHS.
VARNISH FOR PIANOS.
VARNISH FOR PAINTERS.
VARNISH FOR BOATS.
VARNISH FOR FURNITURE.
VARNISH FOR STOVE PIPES.
VARNISH FOR ENGINES.

THE CANADA PAINT COMPANY LT'D

ABOUT WINDOW GLASS



Have you a supply of Window Glass on hand? If not, we would advise you not to leave the matter open. Stocks have come forward very well, but already they have been broken into and the demand is tremendous. Let us have your specification for

Star Glass
Diamond Glass
Double Diamond Glass
26 oz. Sheet
32 oz. Sheet

Have you our pane price list for retailing glass? We mail one for the asking. It is well arranged and affords a good profit. See also our samples of

Cathedral Glass
Muffled "
Enamelled "
Colored "

All kinds of Fancy, Plain and Ornamental Glass.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 GLASS IMPORTERS

KEEP YOUR EYES OPEN

Your nearest competitor in the trade is very much wide-awake, but you can make sure of your share of the paint trade by handling

New Era Paint

This is an honest paint, which covers more surface, lasts longer and holds its color better than any other prepared paint.

WRITE FOR DETAILS AND PRICES

Standard Paint and Varnish Works Co.
Windsor, Ontario LIMITED

TINSMITH'S HELPER AND PATTERN BOOK



A useful handbook for Tinners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.
Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.
Section 2—EPITOME OF MENSURATION. Describes how to find the area and circumference of a circle, contents of a sphere, etc.
Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages *Price $1.00* *53 Figures*

MacLean Publishing Company
Technical Book Dept. *10 Front St., East., Toronto, Can.*

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



The "INFALLIBLE" GLAZIERS' DIAMOND
Just the Tool for inexperienced Glass Cutters

MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

YOU KNOW —— WE KNOW —— THEY KNOW

ALABASTINE

THE MOST POPULAR THE MOST SALEABLE

WALL COATING

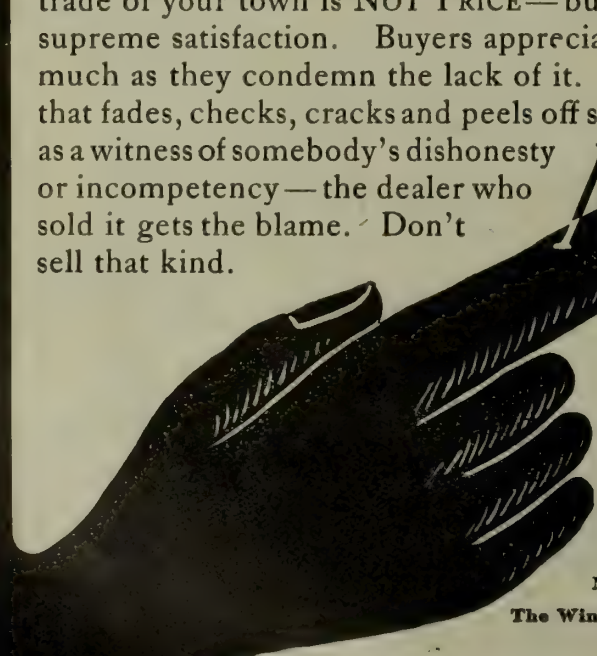
You do not need to spend time and energy talking it up and introducing it.
You carry a full assortment, it sells itself, and we advertise and sell it for you.
It pleases the eye for color and the artistic sense.
Is ready for use by simply adding COLD WATER.
Anyone can get beautiful work with it by following the simple directions printed on each package.
It is permanent, sanitary and antiseptic. Can be re-coated, coat on coat.
It will not moulder and decay, or rub off.
There is nothing else on the market, whether mixed in boiling or cold water, which will produce the permanent results or soft, beautiful tints peculiar to Alabastine.
It is not a kalsomine that has to be washed and scraped off before you can redecorate.
Order direct or through your nearest jobber.

THE ALABASTINE CO., Paris, Ont.
Patentees and Manufacturers

A Strong Point



The strongest inducement you can offer for the best paint trade of your town is NOT PRICE—but a paint that will give supreme satisfaction. Buyers appreciate "QUALITY" as much as they condemn the lack of it. The paint that fades, checks, cracks and peels off stands as a witness of somebody's dishonesty or incompetency—the dealer who sold it gets the blame. Don't sell that kind.



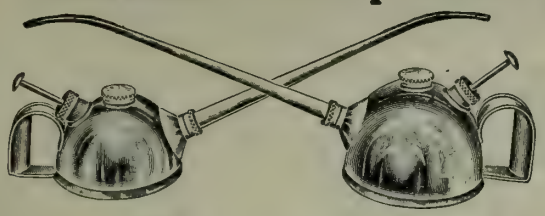
Martin-Senour

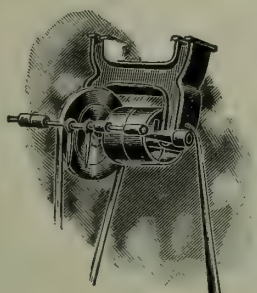
PAINT—100% PURE

will help you to make lasting friends of the people you sell to. It will help you to establish your business on a firmer, surer foundation. The requirements of paint are varied—the paint that best meets the most of them is the best for you to sell—that's *Martin-Senour 100 per cent pure paint.* It will be a big strong point in your favor when you can offer this paint to your patrons. Why not write for the Agency today?

THE MARTIN-SENOUR COMPANY, Limited.
MONTREAL Pioneers Pure Paint CHICAGO
The Winnipeg Paint & Glass Co., Ltd. WINNIPEG
The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

There Could Be No Greater Tribute

to the quality of Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For Sale by Jobbers in Paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale Quantities Only.

A LIBERAL AND PROGRESSIVE COMMISSION OFFER FOR PUSHFUL PEOPLE

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor.*

That's the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

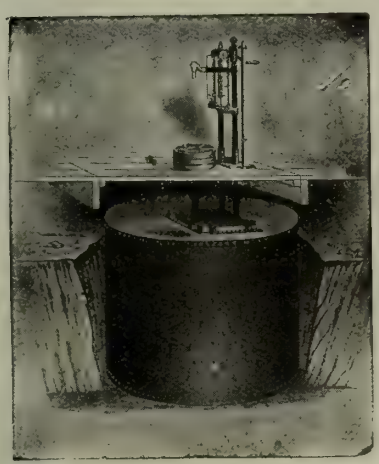
We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man's Magazine and The Financial Post. For those who will push there's *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal.* Moreover, they are *progressive*; *i.e.*, the more subscriptions secured the higher the rate of commission paid.

Hadn't you better get the facts of our plan? Just sit down and write us for full particulars.

THE MacLEAN PUBLISHING CO., Ltd.
Circulation Department
10 Front St. East, Toronto

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

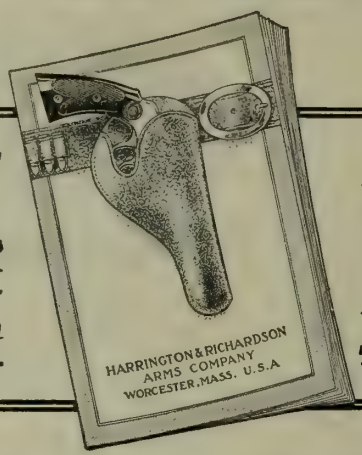
If you have an old Bowser and Want a new one, write for our liberal exchange offer.

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK

TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.
615 Park Ave., Worcester, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

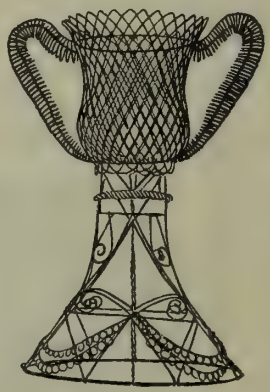
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Lawn Designs Ornamental Fencing, Gates of all kinds, **Railings,** etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons
KINGSTON, ONT.

Write for new illustrated Catalogue.

COVERT MFG. CO.
TROY, N.Y.

Chains Halters Horse Ties Snaps of all kinds Jacks

SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Department of Railways and Canals

QUEBEC BRIDGE

TENDERS FOR SUBSTRUCTURE

NOTICE TO CONTRACTORS

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Bridge Substructure," will be received at this Office until 16 o'clock on Tuesday, the 30th of November, 1909, for the building of the Substructure of the Quebec Bridge.

The General Specification and form of tender will be ready about November 20th; but in the meantime, Contractors are invited to visit the Office of the Quebec Bridge Board of Engineers, Canadian Express Building, Montreal, for the purpose of securing preliminary information to enable them to submit tenders for this work.

Parties tendering will be required to accept the fair wages Schedule prepared or to be prepared by the Department of Labor, which Schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signatures, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $120,000 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The lowest or any tender not necessarily accepted.

By order, L. K. JONES, Secretary.

Department of Railways and Canals,
Ottawa, 26th October, 1909.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

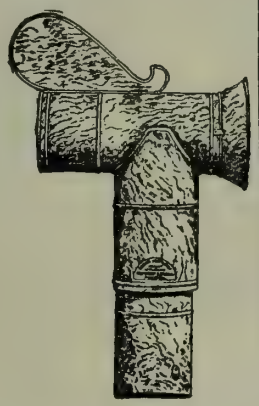
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



MONTREAL, Dec. 6th, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal.

GENTLEMEN:—

In reply to your valued favor of the 27th ult., beg to state that the "J. W. HARRIS ROTARY VENTILATORS" installed in our premises are giving satisfaction, and we have much pleasure in recommending them to anyone seeking thorough ventilation.

Yours truly,
THE JAMES ROBERTSON CO,

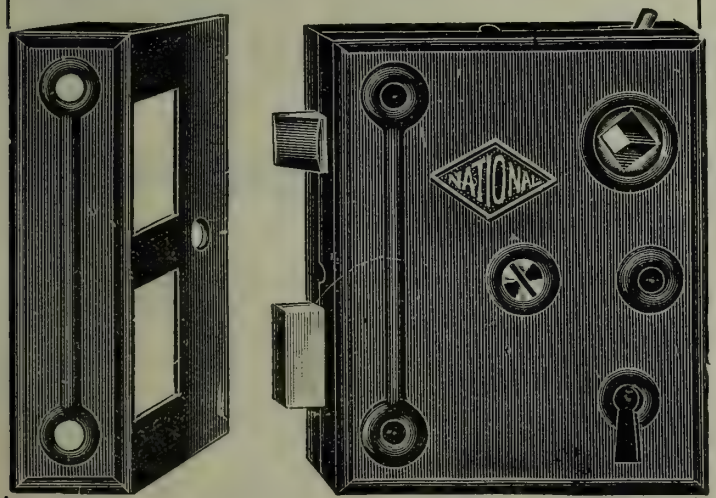
Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

NATIONAL STEEL RIM LOCKS



Safety, strength, durability and finish are combined in these splendid locks, the only steel rim lock made in Canada. They will just meet the requirements of your best class trade.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



Island City Floor Enamel

A Floor Finish of high standard quality. Dries hard as stone, with a brilliant gloss. Made in seven attractive colors.

WRITE for PRICES and COLOR CARDS.

P. D. DODS & CO. Limited

MONTREAL, - QUEBEC

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets.

It means money to you.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

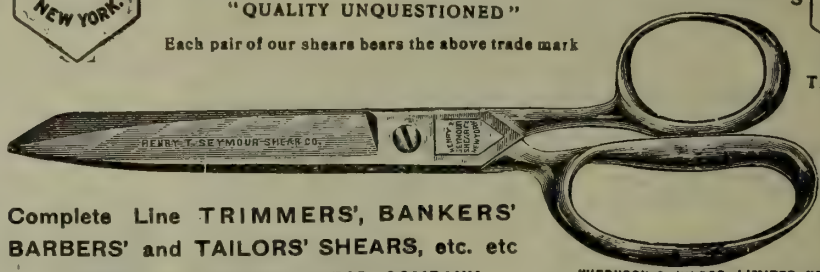
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

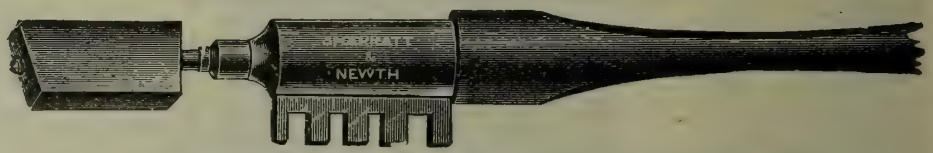
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Dril

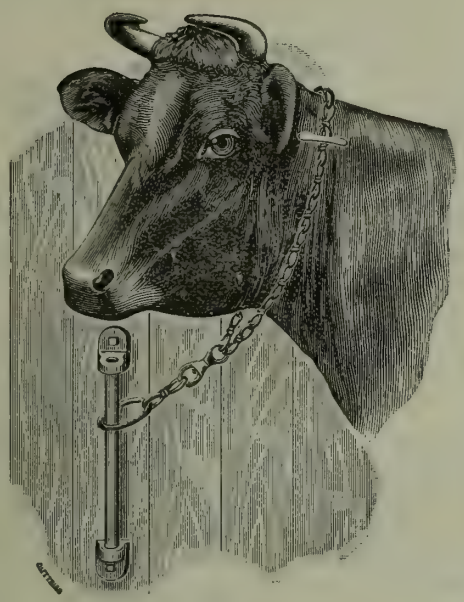
Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



Every Test Proves the Superiority OF GREENING'S Patent COW TIE

TWENTY YEARS OF PRE-EMINENCE.

Quality is the basis of all values, and time the critical trial of all things. Long established houses know this, and realize that the only permanent satisfaction in business comes from handling the best.

Greening's Patent Cow Tie has been proved by the tests of time, wear and endurance to be the strongest on the market. Back of it is a reputation of a score of years. These Ties are of seven kinds and are made in six sizes.

We have a complete line of all sizes ready for shipment.

Insist on getting " Greening's " from your jobber.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd.

HAMILTON, ONT. MONTREAL, QUE. WINNIPEG, MAN.

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of, more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

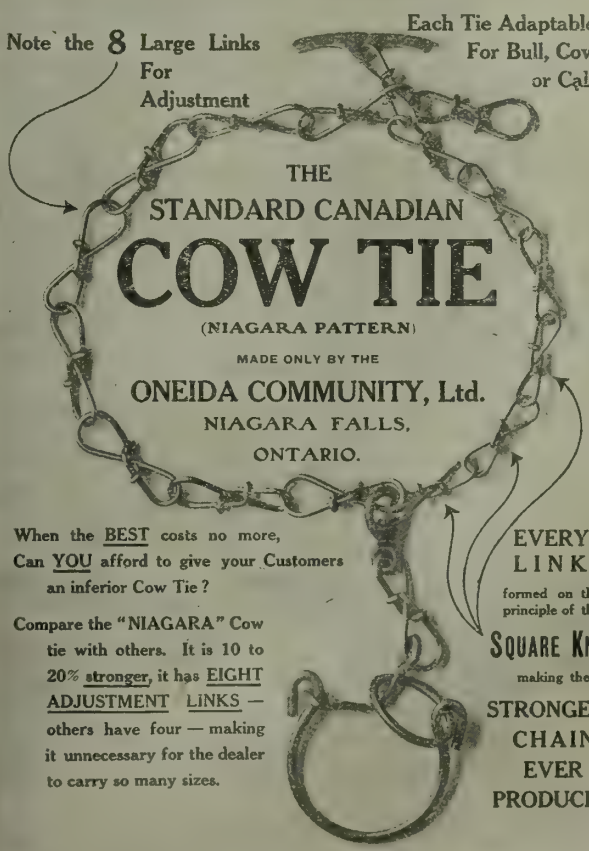
Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.
He should be able to advise his customers as to the material suited to their requirements under local conditions.
When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.
OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING 2 and 3 ply
We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 70 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ¼ to 2 in...		21 00
Plain sheets, 14 oz		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets). 4x8 base...		20 00

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron..	19 00	21 00
Summerlee, No. 2 "	20 50	23 00
Carron, special	20 50	....
Carron, soft	20 25	....
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	18 75	21 00
Radnor, charcoal iron	32 00	32 50
Deseranto charcoal iron	24 00	24 00
Ferro Nickel pig iron (800)		25 00
Angles, base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron "	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
" "	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand. (F.O.B. Toronto)

24 gauge, American	3 25
26 " "	3 40
28 " " (equal to 26 English)	3 85
10¾ oz. " 28 "	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 85
2½ "	16 89	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bu hings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; Extra heavy, $7.00

SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	11 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate	11 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	...	6 00
Old rubbers	0 08½	0 09

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 25	6 75
Part casks	6 50	7 00

SPELTER.

Foreign, per 100 lb	5 75	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 25
I X, 14 x 20 "	....	5 00
I X X, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	....	6 75
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 17, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50 — No. 27, $10 — No. 28, $11 — No. 29, $12 — No. 30, $13 — No. 31, $14 — No. 32, $15 — No. 33, $16 — No. 34, $17. Extras net — tinned wire, Nos. 17-25 $2 — Nos. 26-31, $4 — Nos. 32-34, $6. Coppered, 75c. — oiling, 10c. — in 25-lb. bundles, 15c. — in 5 and 10-lb. bundles, 25c. — in 1-lb. hanks, 25c. — in ½-lb. hanks, 38c. — in ¼-lb. hanks, 50c. packed in casks or cases, 15c. — bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

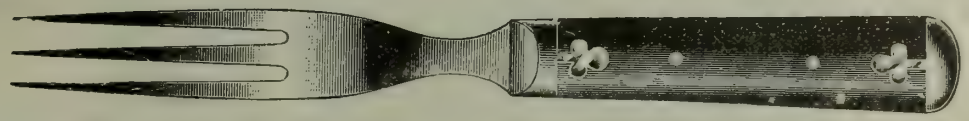
POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge 15c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.

Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 85
Plain		2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum	per gal	0 13½
Water white "		0 15½
Pratt's astral "		0 17½
Castor oil, per lb	0 08	0 08½
Motor Gasoline single bbls		0 16½
Benzine, per gal single bbls		0 15½
Turpentine, single barrels	0 80	0 82
Linseed Oil, " raw	0 73	0 72
" " boiled	0 76	0 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs. "	4 75	4 75
No. 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY)

Extra Red Seal, V.M.	0 07½

WHITE ZINC (IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 5 p.c.

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		3 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00
Stovepipe varnish, ½ pints, per gross		8 00
Beeswax, per lb., 40 cents.		
Pine tar, half pint tins, 60 cents per doz.		
Plaster of Paris, per bbl. $2 30		
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit, "	9 00	11 00
Bench Axes	6 75	10 00
Broad Axes	22 50	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	8 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELTING.

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1 not wider than 6 in., 60, 10, 10 and 10 p.c.

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BITS.

Ford's auger bits, 30 and 10 per cent.

Irwin's auger, 47½ per cent.

Gilmour's auger, 60 per cent.

Rockford auger, 50 and 10 per cent.

Jennings' Gen. auger, net list.

Gilmour's car, 47½ per cent.

Clark's expansive, 40 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅜ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 80	

BUILDING PAPER, ETC.

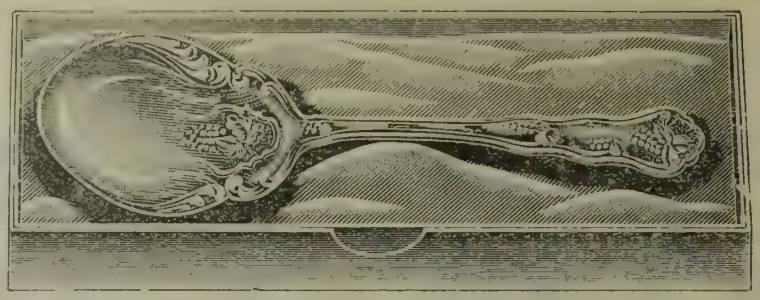
Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred, per ton	37 50
Same in Maritime Provinces "	43 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

ELEGANT

BERRY

PATTERN

SPOON



One of our many lines specially suited for your Xmas trade.

Made in standard A1 plate, with silver or gilt bowl. Neatly boxed in satin-lined case.

Write for our complete catalogue of specialties.

THE McGLASHAN CLARKE COMPANY, Limited - NIAGARA FALLS, CAN.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Laferge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 00

CHALK AND PENCILS

Carpenters	Colored, per gross	0 65	0 80
"	lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts		2 65
3 " " "		3 35
4 " " "		4 25
5 " " "		5 75

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

GALVANIZED WARE

Dufferin pattern pails, 5 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers. 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ¾-inch....per gross	9 00
" " ¾ " "	10 00
" " ⅞ " "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1½ " "	5 20
Web "	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in.... per 100 lb.	4 25
over 12 in.... "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capswell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

KNOBS.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00
Japanning, 50c. per doz. extra.	
Prism globes, per doz., $1.20.	

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospecto s' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 05
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

OAKUM.

Plumbers ....per 100 lb	4 50	4 50

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 5 p.c.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring zap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2 85

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Elliot's	8 75 18 00
Boker's	7 50 11 00
" King Cutter	15 00
Wade & Butcher's	3 60 10 00
"Klean Kutter"	8 50 10 5
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Berg's	7 50 20 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

CLAUSS FETLOCK SHEARS



Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Rag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33
Staging "	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 11
"British" Manila	0 09½
Cotton, 3-16 inch and larger	0 21 0 23

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb.	0 32½

SAWS.

Atkins, hand and crosscut. 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style, per doz.	8 10

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 50; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
lind, per lb	12

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb. 0 25	0 37
Hindostan	" 0 06	0 10
" slip	" 0 18	0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross 3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 20 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1810, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½

TRAPS (RAT AND MOUSE)

Out O' Sight Mouse Traps, per doz.	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

VISES.

Wright's	0 13½
Berg's, per lb.	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 00
Saw Vise	4 50 5 00
Buckworth, per lb.	0 12

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite, 5 year, 1 in.	53 00

20 per cent.

WIRE HOOKS AND STAPLES

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.
Bed staples, No. 14, 100 lbs., $6.75.
Blind staples, per lb., 12c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WROUGHT IRON WASHERS.

Canadian, 50 per cent

Alabastine Company 68
American Shearer Co 27
Armstrong Bros. Tool Co 27
Atkins, E. C., & Co 1
Atlas Mfg Co 27
Aylmer Pump and Scale Co 16

Barnett, G. & H. Co ....outside back cover
Beardwood Agency 35
Beckwith, J. L 27
Bernz, Otto 26
Boeck Bros 7
Boker, H. & Co ..... outside front cover, 81
Bowser, S. F., & Co., Ltd 69
Brandram-Henderson, Ltd 64
Brantford Roofing Co 25
Bryan, Thos., Ltd 17
Buffalo Mfg. Co 25
Burrow Stewart & Milne Co., Ltd 33

Cameron & Campbell 27
Canada Foundry Co 16
Canada Metal Co 8
Canada Paint Co 66
Canada Screw Co 11
Canada Steel Goods Co 10
Canada Wire Goods Mfg. Co 32
Canadian Hart Wheels 27
Canadian Heating & Ventilating Co 26
Canadian Sales & Mfg. Co 28
Carter-Crume Co 27
Cartland, Jas., & Son 33
Carver File Co .....outside back cover
Caverhill, Learmont & Co 13
Chesterman, Jas 34
Chicago Flexible Shaft Co 2
Chicago Spring Butt Co. .inside back cover
Clare, Little & Co 27
Clauss Shear Co 77
Collins Mfg. Co 27
Congo Roofing 25
Copp, W. J., Sons & Co 59
Coulson & Blakie 27
Covert Mfg. Co 70
Crookes, Jonathan, & Son 26

Dana Mfg. Co 33
Davidson, Thos., Mfg. Co 21
Decatur Bull & Co 11
Dennis Wire & Iron Co 32
Department of Railways and Canals .. 70
Dieckmann, Ferdinand 72
Dillon, R., & Sons 32

Directory of Manufacturers 27, 28
Disston, Henry, & Son 6
Dods, P. D. & Co 71
Dominion Cartridge Co 38
Dominion Wire Mfg. Co 15
Dorken Bros ..... outside front cover, 34
Dougall Varnish Co 67
Dowswell Mfg. Co 27
Dubuc, L. E 24

Electrical Specialties, Ltd 27

Ford Auger Bit Co 20
Frothingham & Workman, Ltd 4

Gendron Mfg. Co 31
Gibb, Alexander 27
Gilbertson, W., & Co 72
Gillette Safety Razor Co 40 41
Gourack Ropework Co 27
Greening, B., Wire Co 10
Grove Chemical Co 20
Guelph Spring and Axle Co 35
Gurney Foundry Co 19
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Hamilton Bridge Co 14
Harrington & Richardson 70
Harris, J. W., Co 71
Hart & Cooley 17
Heinisch, R., Sons Co 72
Hemphill, T. W 27
Hingston Smith Arms Co 59
Hobbs Mfg. Co 29
Howland, H. S., Sons & Co 5
Hoyle, Robson, Barnett & Co 61
Hutton, Jas., & Co 8, 29

Imperial Varnish and Color Co 63
International Varnish Co 65

Jack, Watson, & Co 24
James & Reid 27
Jardine, A. B., & Co 72
Jessop, Wm., & Son 24
Johnson's, Iver, Arms and Cycle Works 61

Kains, J. M., & Co 27
Kampfe Bros 35
Kemp Mfg. Co 38
Kerr Engine Co .....inside back cover

Langwell & Sons 27
Leslie, A. C., & Co 61
Lewis Bros., Ltd 7
Lion Metal Co 16
Lockerby & McComb 10
London Foundry Co 30
London Rolling Mill Co 61
Lufkin Rule Co .....inside back cover
Lysaght, John .....outside front cover

McArthur, Alex., & Co 74
McBrien Mfg. Co 32
McClary Mfg. Co 18
McDougall, R., Co 16
McGlashan-Clarke Co., Ltd 76
McKinnon Dash & Metal Works Co 34

Manufacturers' Sales Co 27
Maple City Mfg. Co 69
Martin-Senour Co 68
Maxwell, D., & Sons .....inside front cover
Metal Shingle and Siding Co 35, 70
Metallic Roofing Co 2
Montreal Rolling Mills Co 63
Moore, Benjamin, & Co 65
Morrill, Chas 35
Morris & Bailey Steel Co 14
Morrison, James, Brass Mfg. Co 31

Nagle, H., & Co 24
National Hardware Co 71
Nelson, H. W. & Co 15
Newman, W., & Sons 27
Nicholson File Co 79
Nixon & Winterbottom 75
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 61

Oakey, John, & Sons 72
Oneida Community 12, 73
Ontario Lantern and Lamp Co 29
Ontario Wind Engine and Pump Co 27
Onward Mfg. Co 24
Orford Copper Co 70
Oshawa Steam and Gas Fittings Co 24
Otterville Mfg. Co 16
Owen Sound Wire Fence Co 73

Paris Plow Co 28
Parmenter Bullock Co., The 27
Partridge & Sons 70
Pearson, Geo. D. & Co 28
Pease Foundry Co 57
Pedlar People of Oshawa 32, 57
Pelton, Godfrey S 67
Penberthy Injector Co 30
Peterborough Lock Co ....inside back cover
Pink, Thos 9
Plymouth Cordage Co 30

Ramsay, A., & Son Co 67
Record Foundry Co 23
Robertson, Jas., Co., Montreal 14
Rodgers, Jos., & Sons 24
Ross, Art., Co 36
Ross Rifle Co 80
Royal Polishes Co 24

Salyerds, E. B 25
Samuel, M. & L., Benjamin, & Co 6
Sanderson Harold Co 23
Seymour, Henry T., Shear Co 72
Sharratt & Newth 72
Sherwin-Williams Co 59
Simonds Mfg. Co 31
Simonds Canada Saw Co 17
Smart, Jas., Mfg. Co 22
Smith Hardware Co 33
Stairs, Wm., Son & Morrow 80
Standard Chain Co 14
Standard Paint and Varnish Co 67
Steel Trough and Machine Co 28
Stephens G. F 57
Stewart, Jas., Mfg. Co 20
Still, J. H., Mfg. Co 1

Taylor-Forbes Co .....outside front cover
Thompson, B. & S.H., Co ..... outside back cover
Toronto Furnace and Crematory Co .. 36
Toronto Plate Glass Importing Co 32

U.S. Fire Protection Co 16
U.S. Steel Products Export Co 37
Want Ads 55
Warren Mfg. Co 27
Watson Jack, & Co 24
Woodstock Waggon Co 36
Wostenholm's Cutlery 17
Western Wire and Nail Co 32
White Mop Wringer Co 36
Whitman & Barnes Mfg. Co 9
Wiebusch & Hilger, Ltd 27
Wilckes, Martin & Wilckes 69
Winnipeg Paint and Glass Co., Ltd 59
Wright, E. T., & Co 32

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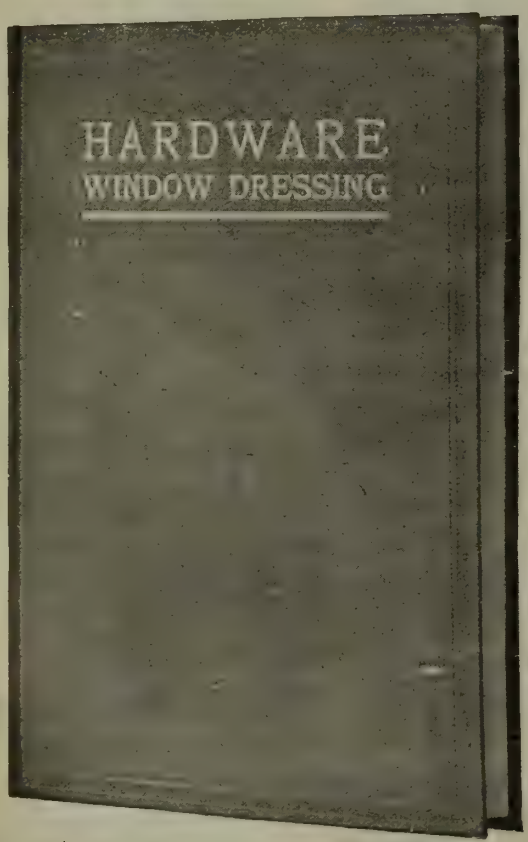
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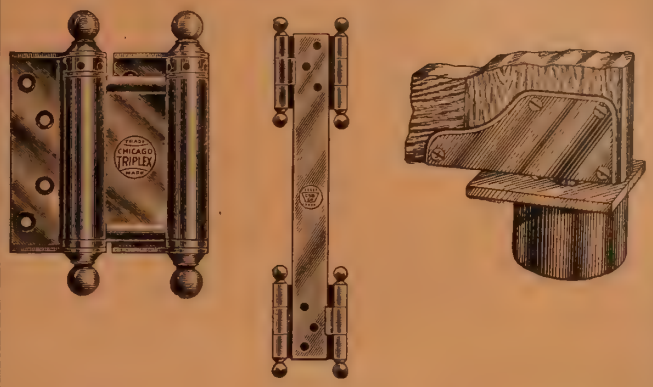
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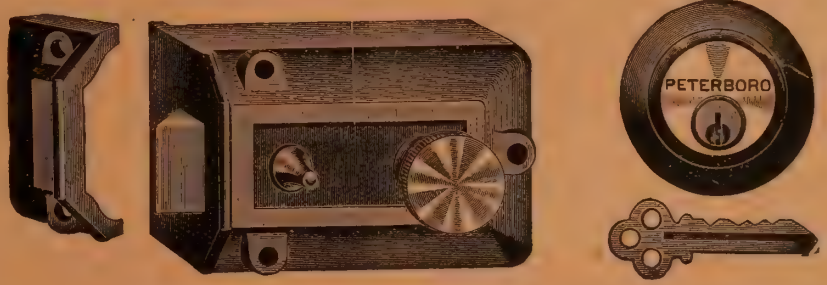
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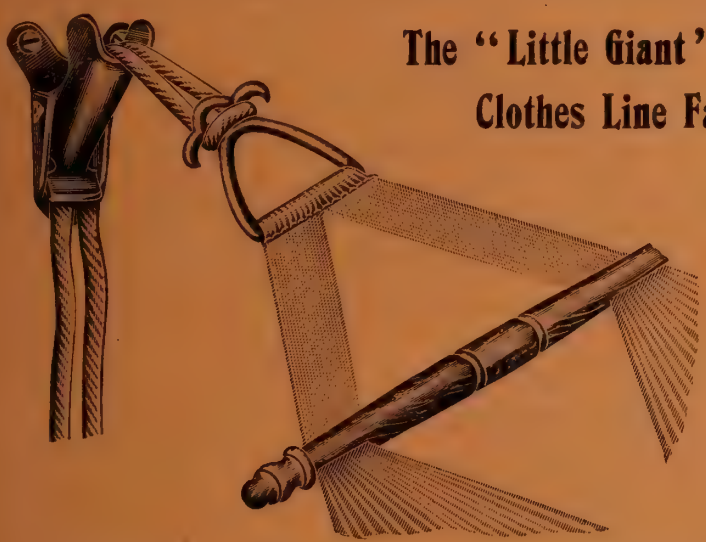
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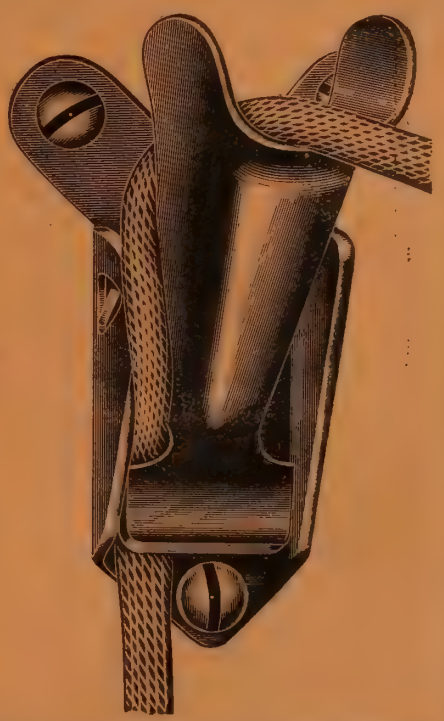
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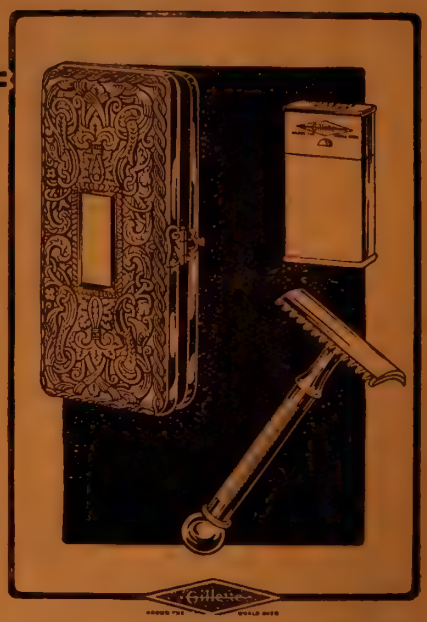
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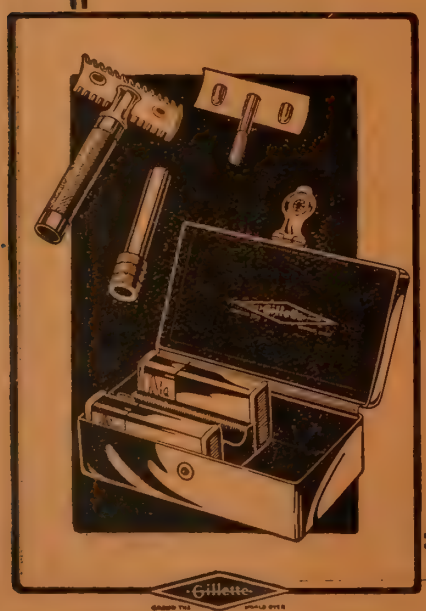
GILLETTE was the first to use an all-metal case, first for the blades, and then the whole set.

In point of quality the GILLETTE "New Process" blades carry the finest shaving edge that has ever been produced. Razors stand or fall by their cutting edge—the GILLETTE stands pre-eminent. It is made to shave and it **does** shave.

In point of attractiveness the new Pocket Editions in gold and silver plate and gunmetal finish, with embossed metal cases to match, are not approached by any other razor on the market.

In advertising, GILLETTE spends every year a sum greater than the combined sales of all the other safety razors in America. And the advertising is worthy of the razor. The result is that when you speak of "safety razors" nine men out of ten think of the GILLETTE.

In Sales—to come right home to **your** cash account—the Gillette outdistances all others combined. The sales for 1909 will total about one million. Haven't you yourself sold more GILLETTES than all other safety razors put together?



The genius—the energy—the ambition which have produced the GILLETTE and made it the most popular razor in the world, are still behind it, looking and working for greater things. Dealers can always count on our hearty and **continual** help—we sell the GILLETTE for you as well as to you.

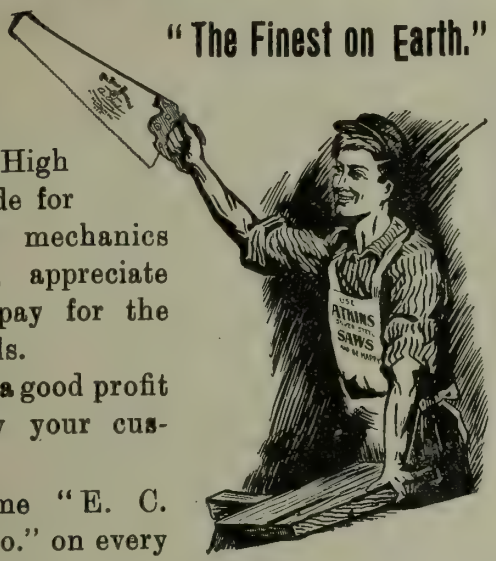
The Gillette Safety Razor Company of Canada, Limited

Office and Factory - 63 St. Alexander Street, Montreal

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every [illegible].

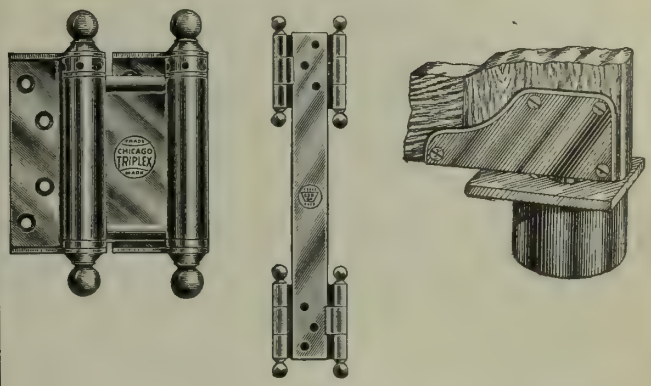
E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis, Indiana, U.S.A.

CHICAGO SPRING BUTTS

TRADE C S B CO MARK



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

TRADE C S B CO MARK

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results



"BLIZZARD"



"LIGHTNING"



"GEM"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

Dealers, Take Notice!





25 Years Ago we began manufacturing Metallic Roofing. The first years were trying ones, but our policy, adopted at the start—PROTECTION TO THE DEALERS—together with the fact that only the highest quality material is used in the manufacture of our roofing, won out, and placed us at the top.

Our Strong Protection Wall surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

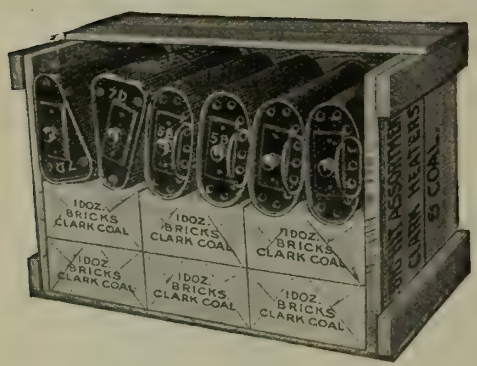
Our Metallic Roofing stands the test. 25 years has proved it. Our catalogue of Metallic Building Material will interest you—write for it.

Manufacturers

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1560

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes
(Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

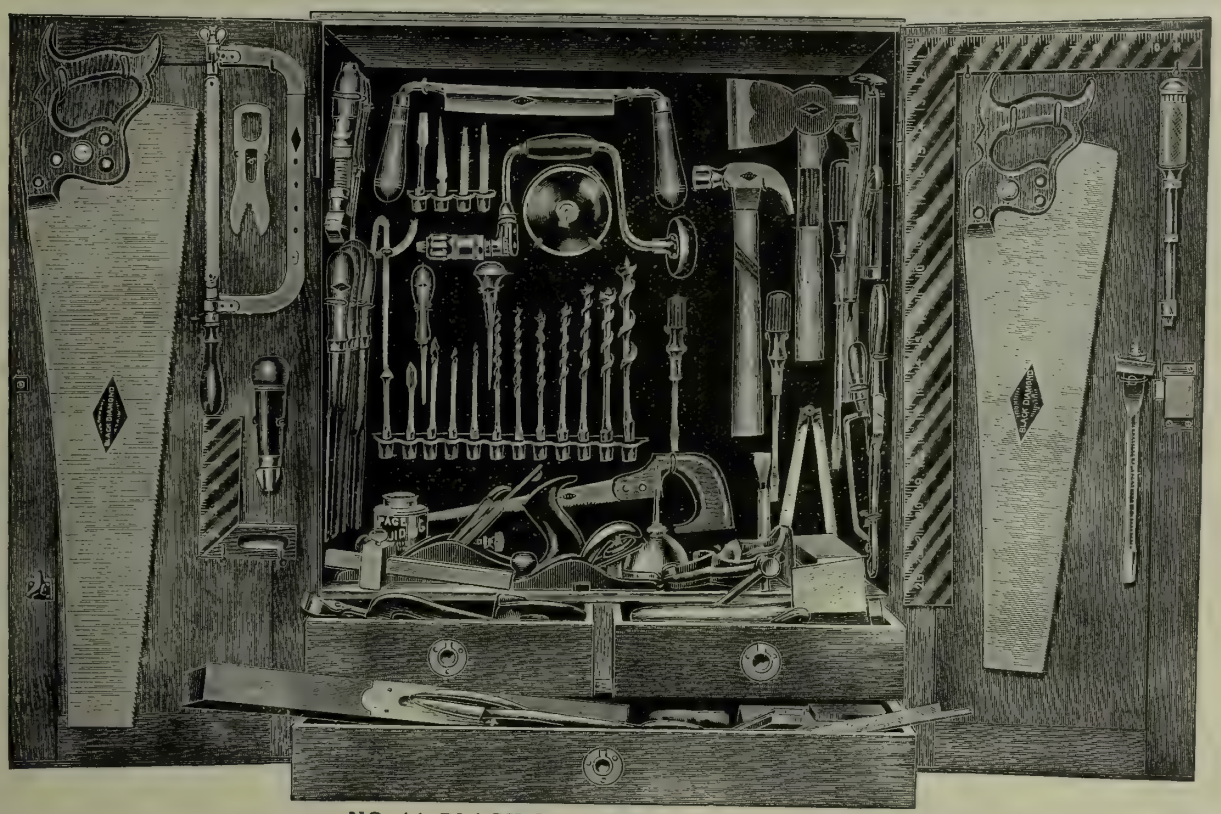
The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

"Big Hit"

Gentlemen's Tool Cabinets

OUTSIDE
32" high
26" wide
10" deep



INSIDE
30½" high
24½" wide
8½" deep

NO. 11 BLACK DIAMOND TOOL CABINET

The Best Kind of a CHRISTMAS PRESENT for a Gentleman

The Above is One of Six Lines We Stock.

Retail Prices Range from $5.00 to $50.00 Each

The description of No. 11 is as follows :—Heavy Oak Wall Cabinet, with two paneled doors, three inside drawers 3 inches deep, antique finish, finely varnished and hand-rubbed, brass ball tip hinges, brass cylinder lock with two steel keys, complete with 86 of the tools.

Drop us a line and we will send you a catalogue illustrating all Numbers. You don't need a large stock; in fact, you can take orders from the catalogue. There isn't a town of 1,000 inhabitants where these cannot be sold if brought to the attention of the best people.

LEWIS BROS., Limited

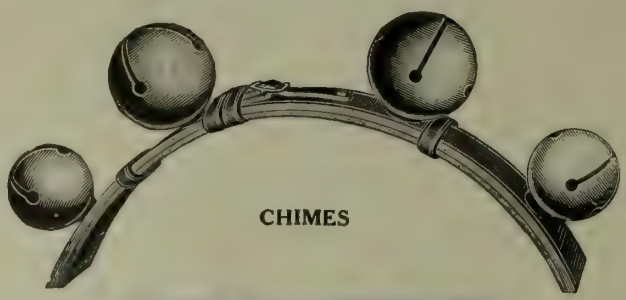
Exclusive Distributors of Black Diamond Cabinets and Tools

MONTREAL

And at
OTTAWA **TORONTO** **CALGARY** **VANCOUVER**

SLEIGH BELLS

Will soon be in great demand. Get our prices before placing your order. : : : :



CHIMES

Sleigh Bells are a profitable line to handle just now. We carry only the Best. : : : :

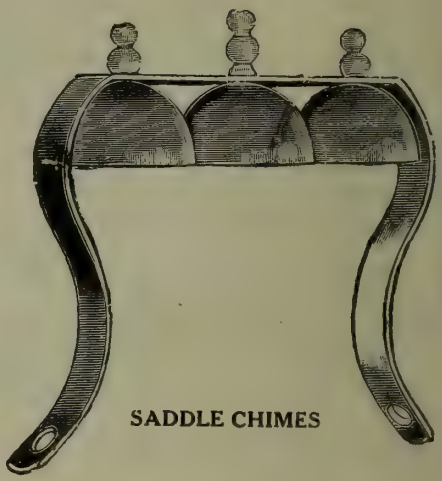


SHAFT BELLS

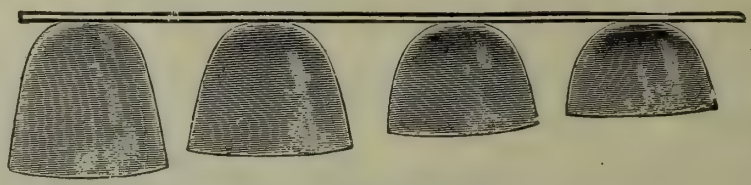


SADDLE CHIMES

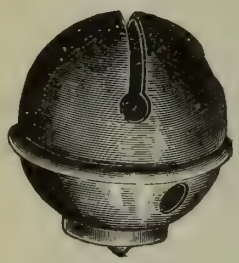
LET US QUOTE YOU OUR PRICES



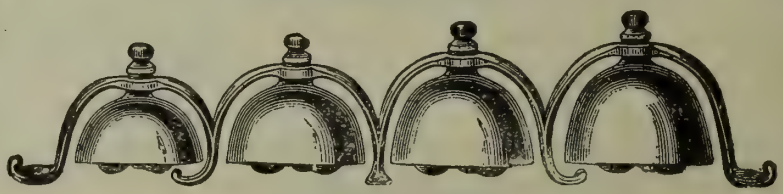
SADDLE CHIMES



DEEP SPEEDING CHIMES



SLEIGH BELLS



TOP SHAFT CHIMES



HEAVY TEAM BELLS

See our General Hardware Catalogue for our full line of Sleigh Bells.

ALL ENQUIRIES RECEIVE OUR PROMPT ATTENTION

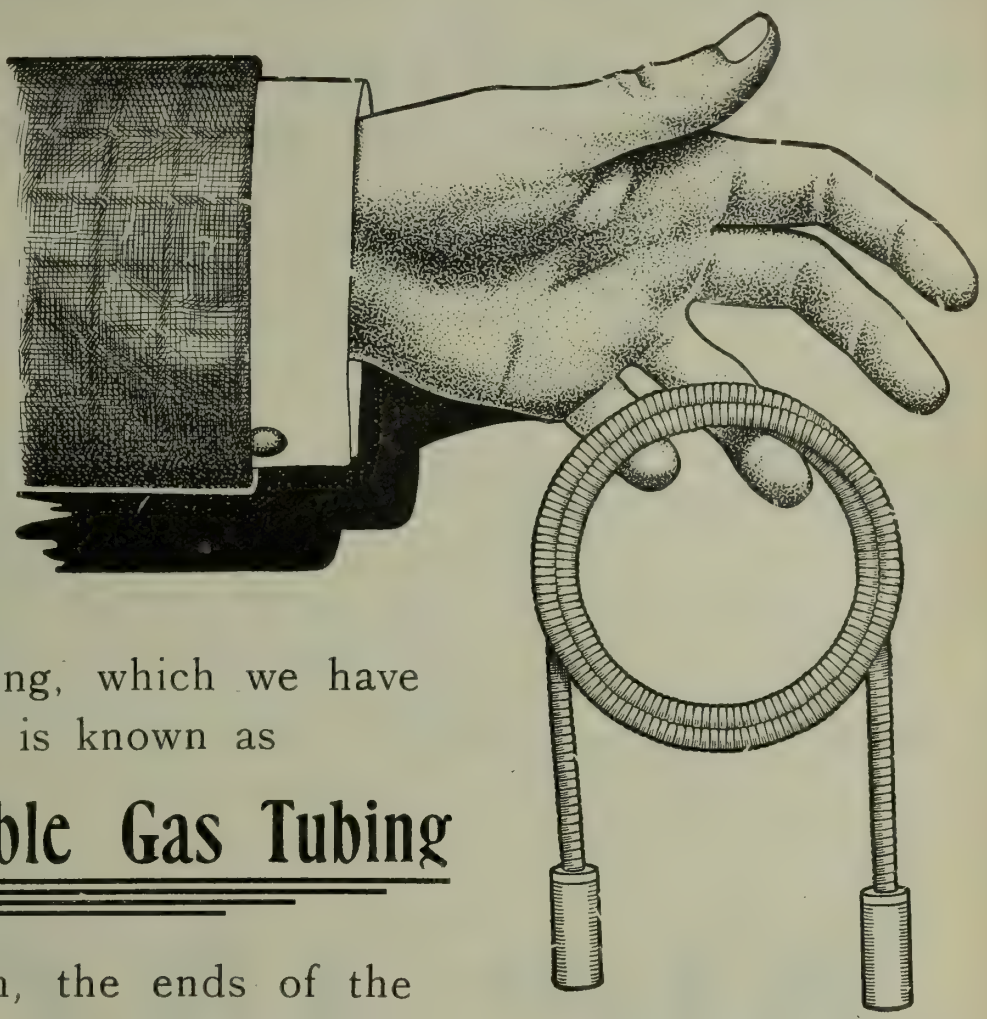
LARGE STOCK. ASK OUR TRAVELLERS TO SHOW YOU SAMPLES. SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

MERITS



that should appeal to all users of gas tubing are embodied in this new line of English Tubing, which we have on hand and is known as

Indestructible Gas Tubing

To start with, the ends of the tube are made of the highest quality rubber, and are easily attached or detached as the case may be; then the tube itself is made of an alloy of steel, constructed in such a manner as to be absolutely **Fire Proof** and extra pliable (you may coil it around your hand); also, there is no kinking or disagreeable odor. "It will wear like iron." We would like you to try it. In all lengths from 2 ft. to 12 ft.

H. S. Howland, Sons & Co.

Wholesale Hardware Merchants **Limited**

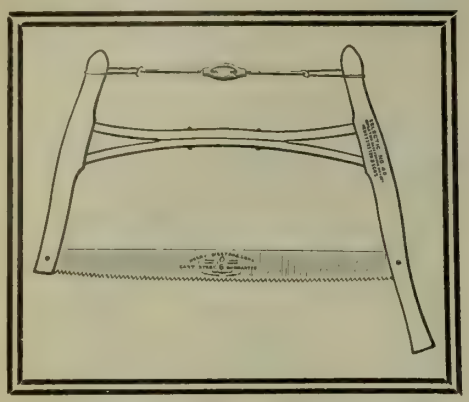
We Ship Promptly TORONTO **Our Prices Are Right**

GRAHAM NAILS ARE THE BEST

The Highest Awards—Grand Prix and Gold Medals at A-Y-P Exposition, Seattle, Washington, 1909.

There are so many Real Points of Perfection about a Disston Bucksaw They're Easy to Sell

You would find it remarkably interesting to follow the progress of a DISSTON Bucksaw through the departments of DISSTON'S 50-acre plant. The wood is taken from DISSTON lumber yards where it is allowed to season for **several years.** The steel is the steel that goes through processes which has made DISSTON SAWS unmatchable.



This is only one of a list of shapes and styles. See catalogue mentioned below.

Show your customers the variety of shapes and styles which DISSTON'S experience of some seventy years proves to be best. Point to the styles of blades—to the bracings—to the varnishing—the ease of handling—the strength—the absolute rigidity—to that fact of utmost importance, namely, THAT IN A DISSTON BUCKSAW THERE IS NO LOST MOTION OR GIVE.

FREE Send us a postal for a DISSTON Catalogue -- it gives lists of Saws and Tools which interest your customers on sight. DISSTON goods have increased the DISSTON business, and they will increase your business also.

HENRY DISSTON & SONS, Inc.

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, - - PENNSYLVANIA

PIG IRON

ALL GRADES

Prompt or Forward Delivery

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

THE POPULAR "MAXWELL" LINE

of hardware specialties is not only a source of substantial profit to the dealer—it is an advertisement for his whole store. The superiority of the "Favorite" Churn, the "Puritan" Washer, the "Imperial" Wringer and Maxwell Lawn Mowers is so well known that the dealer who handles them quickly gets a reputation for high-class goods. : : : : : : : : : : : : :



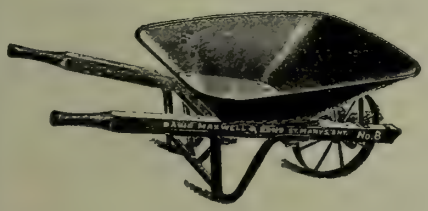
The "Favorite" Churn

has been for years the best seller in Canada. Its light, rigid base, roller bearings, easy combination hand and foot drive, axles bolted to the barrel, metal parts aluminum finish—these are some of its strong features. Made in 8 sizes, to churn from 1-2 to 30 gallons.

The "Puritan" Washer

is also an old favorite because it is so easy to turn, it washes so quickly and is so substantially made. Its users know—and tell others—what light work it makes of wash-day. With the Puritan Motor attached it is the ideal washer—it does the washing itself.





Maxwell Wheel Barrows

are made in 9 different styles—a style for every kind of work—large, strong, general-purpose barrows—light garden barrows—steel tray mortar barrows—and everything in between.

Write for particulars about our new "Champion" High-speed Washer, our "Blue Belle" and "Spotless" Washers, "Blue Belle" and "Royal Canadian" Wringers, our new "Royal" Mangle, Lawn Mowers, etc.

DAVID MAXWELL & SONS

ST. MARY'S, : : : : : : ONTARIO

Get More Business

Would you be surprised to know there are customers all around you who would buy Genasco if you'd get after them? There are people right in your territory who have been stirred up to the buying point by our continuous convincing advertising. We have shown them that roofing made of Trindad Lake asphalt is the only kind worth while.

Ready Genasco Roofing

has the lasting life that only Trinidad Lake Asphalt can give—and we haven't been afraid to tell what it is made of.

This has inspired confidence and made customers want this honest, economical roofing. A little effort on your part will land these customers. That means increased business and added profits for you.

Mineral and smooth surface Genasco roofings. Guaranteed by our thirty-two-million-dollar organization.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK — SAN FRANCISCO — CHICAGO

D. H. Howden & Co. Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
J H. Ashdown Hardware Co., Winnipeg, Man.

Roofers' Supply Co. Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

AIM SURE

Will you be ready for "Sausage Days?"

Will you have in stock the two machines sausage makers consider indispensable?

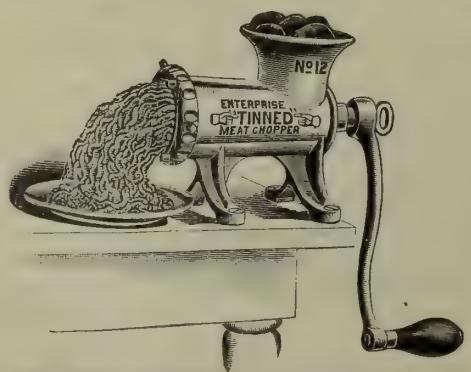
Folks who know—and most folks do—will ask for and insist upon

HIT HARD



"ENTERPRISE"

Meat and Food Choppers



Sausage Stuffers, Lard and Fruit Presses

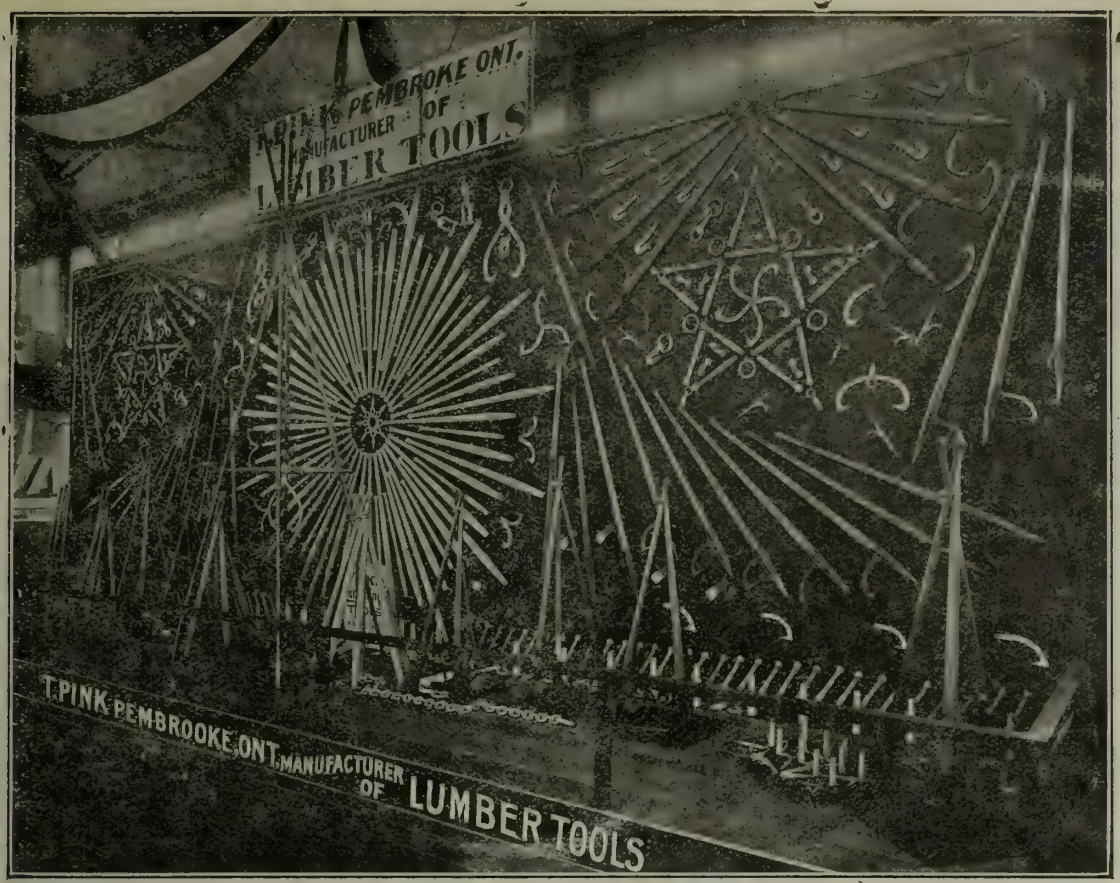
Mechanism simple—durable—and graceful. One chops the meat, leaving no lumps, no particles uncut. The other stuffs the sausage smoothly—without air bubbles.

Get ready now while there is time.
Aim Sure—Hit Hard

An attractive sign and a liberal supply of advertising matter will be sent upon request to every dealer.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

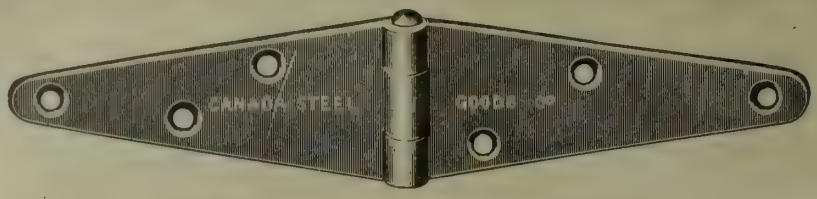
TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Crescent Brand
Registered



Quality is Rewarded

We have shipped so far this year **4** times as many Butts and Hinges as we did last year—and have not had one complaint about quality or workmanship.

The merchants who handle "Crescent Brand" Butts and Hinges know how their trade has increased.

You can get them direct if your dealer will not supply you—and they cost no more.

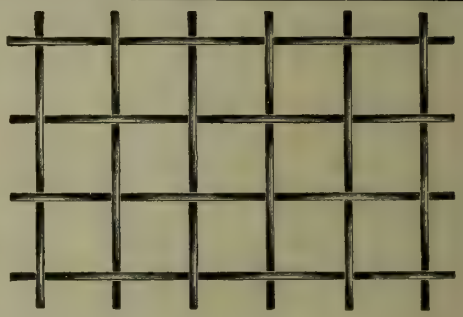
Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, CANADA

WIRE CLOTH

FOR

Sand Screens. Coal Screens. Cinder Sifters. Evaporators
Grain and Seed Cleaning Machinery. Milk Strainers.
Galvanized and Re-galvanized Cloth. Wire Lathing.
Window Protection. Malt Kiln Floors. Woolen Mills.
Smoke Stacks Mining Screens and for all purposes.



The B. GREENING WIRE COMPANY, Limited

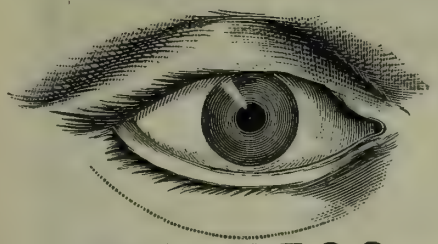
HAMILTON, ONT. MONTREAL, QUE.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

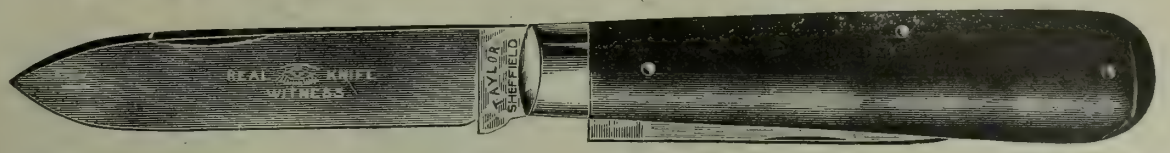
TAYLOR'S



WITNESS

CELEBRATED

CUTLERY



KEEN EDGE TRUE STEEL



MANUFACTURED IN SHEFFIELD, ENGLAND

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

WRITE FOR CATALOGUE AND PRICES

In the "Standard" Class





This brand means to Hardware what Sterling means to Silver

Everything is measured by a STANDARD.

"A Standard" in any line stands for perfection, or as near to that as human mind and effort can come.

The CANADA SCREW COMPANY'S products are the Standard of their kind.

IRON and COPPER RIVETS and BURRS; TACKS;

Stove and Tire Bolts; Wood and Machine Screws; Wire Nails; Staples; Corrugated Fasteners; Wire-Bright, Coppered and Tinned, in coils and cut to lengths; should be handled by every progressive hardwareman.

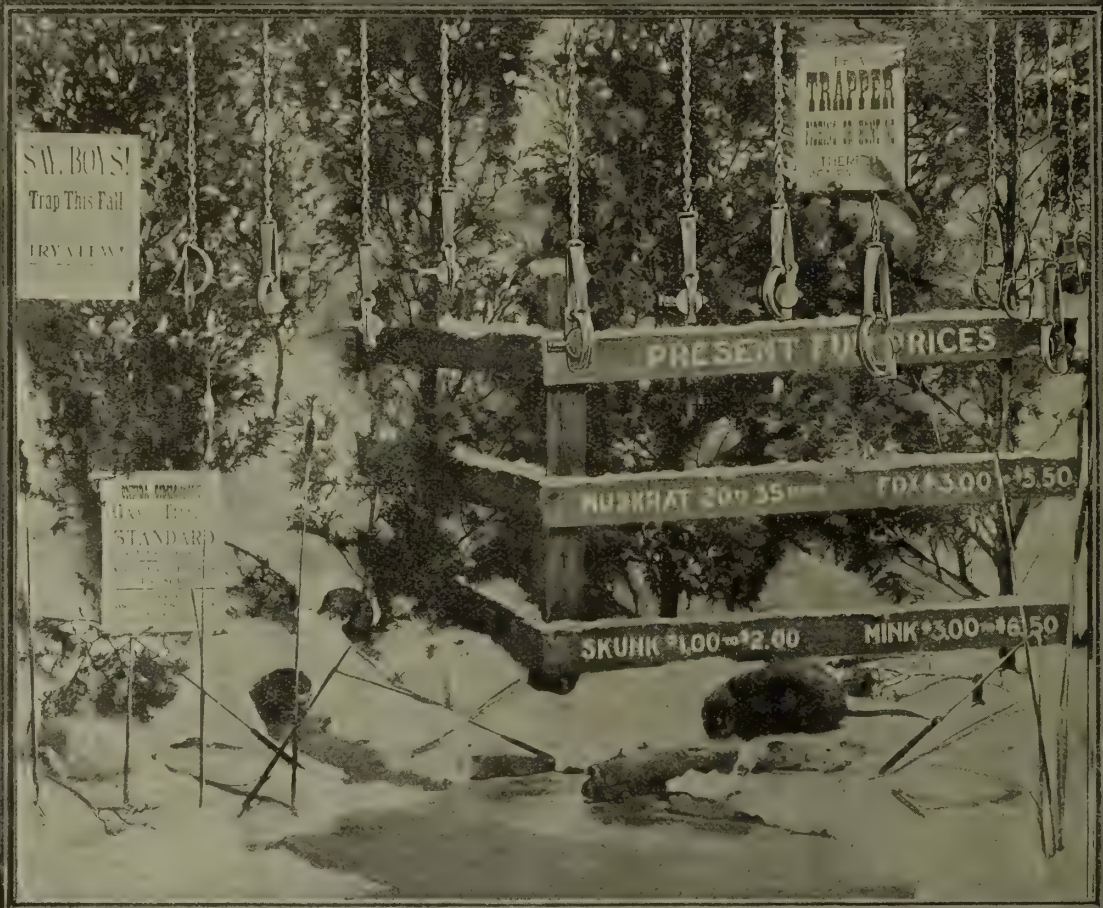
ASK YOUR JOBBER FOR CANADA SCREW CO'S GOODS

CANADA SCREW COMPANY, Limited

TORONTO HAMILTON MONTREAL

THERE'S MONEY IN TRAPPING

You can increase your business by dressing your window as illustrated below. The entire cost of reproducing this window will be about $2.00



Hundreds of boys will see this display and want to trap. They can earn from $10.00 to $25.00 a week trapping before and after school.

$5.000,000 worth of furs were caught and sold in Canada last season.

Fur prices were never higher than at present:—

Weasel.....	25c. to 40c. each	Mink.....	$3.00 to $6.50 each
Muskrat	20c. to 35c. each	Coon.....	50c. to $1.50 each
Skunk.....	$1.00 to $2.00 each	Fox.....	$3.00 to $5.50 each

We will furnish display cards and specifications free.

Be sure to write us for full particulars regarding the dressing of this window.

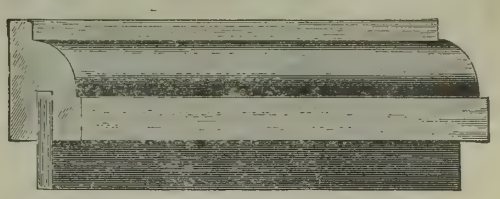
ONEIDA COMMUNITY, Ltd., Niagara Falls, Ont.

HEADQUARTERS FOR

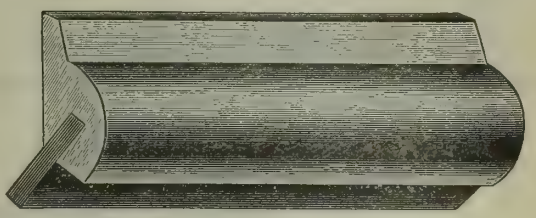
WEATHER STRIPS

Bosley's Oil Finished Hardwood Weather Strips, with durable felt insertion, are so made that they can be applied permanently to any window or door to keep out both cold and dust.

Neat in appearance. Sure to keep out draughts. Sold at a reasonable price, in 12-foot lengths, 500 feet in a bundle.

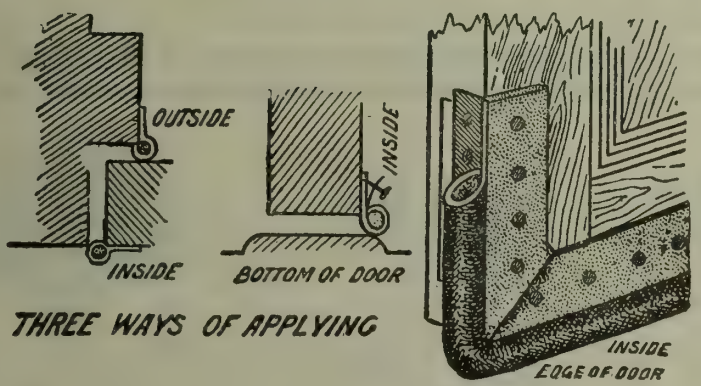


BOSLEY'S
No. 61—For Windows
Width of Moulding 5-8 inch.

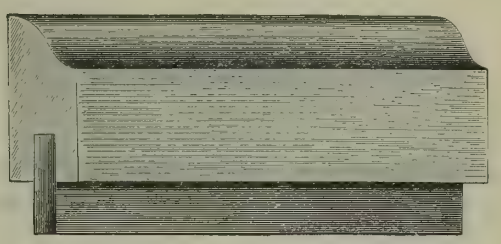


BOSLEY'S
No. 62—For Centre of Windows
Width of Moulding 3-4 inch.

FROST KING FELT WEATHER STRIP



THREE WAYS OF APPLYING



BOSLEY'S
No. 62 1-2—For Sides and Tops of Doors
Width of Moulding 7-8 inch.



BOSLEY'S
No. 64—For Bottom of Doors
Width of Moulding 1 1-4 inch.

Made from chemically prepared moisture-proof felt. 25 feet in a box. Suitable for doors or windows.

Retails for 50c. per box, and gives merchant a good profit. Can be applied by anyone.

A BIG SELLER.

Caverhill Learmont & Co

Montreal and Winnipeg

The wise hardwareman

knows that selling Structural Steel is a paying proposition. Are ***you*** one of these wise men? The builders and contractors of your district are already known to you. Find out their requirements in this direction and get this profitable trade for yourself. We will help you and quote close prices. Write us to-day.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

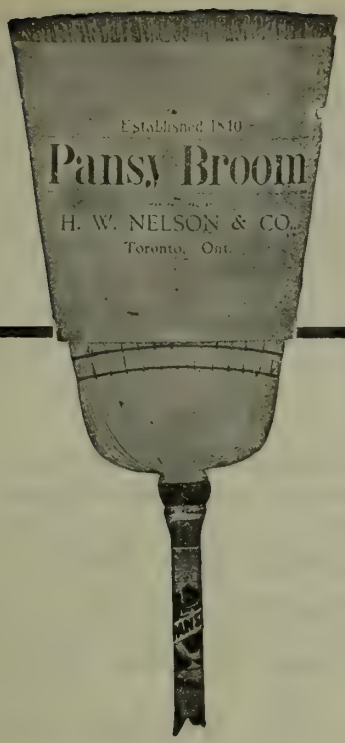
THE MORRIS & BAILEY STEEL CO.

PITSSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



"PANSY" BROOM

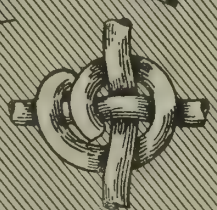
The Acme of Value

There are Brooms and Brooms! We can supply you with Brooms of any grade, but you will be consulting your best interests if you handle and push the "PANSY." It is just the right size and weight, strong and straight-handled, and as springy as the best broom corn can make it. Housewives prefer the "PANSY" to all others. Send your order to-day.

H. W. NELSON & CO., LIMITED

TORONTO, - ONTARIO

THE DOMINION SPECIAL FIELD Fence



Manufactured by
THE DOMINION WIRE MFG CO. LIMITED
MONTREAL, CANADA.



THE DEMON FIRE

has no terrors for those equipped with the

DAVY AUTOMATIC SAFETY FIRE ESCAPE

Simple, durable, and impossible to go wrong. Awarded the $100 prize for the best escape in the recent Commercial Travellers' Contest. A line you can handle with good profit. Sells at sight.

UNITED STATES FIRE PROTECTION CO.
Utica, N. Y.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.



"LION BRANDS"



Manufacturers of and Dealers in

Solders— Wiping, Bar and Wire
Leads— Pig, Caulking
Babbitts.
Tin— Block and Strip
Zinc Spelter,
Antimony.

The Lion Metal Co., Montreal

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*



Sure as the Sun rises tomorrow there will be a heavy demand for all goods this coming season. To many dealers McDougall Pumps in the past have been conceded their most satisfactory line and our constant aim is to improve. We therefore anticipate a largely increased business this year and will always maintain the Standard quality "Aremacdee."

Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

Catalogue certainly for the asking

The R. McDOUGALL CO.
LIMITED
Galt, Canada

"THE AYLMER ADJUSTABLE BASE LIFT PUMP"



This pump is fitted with our Adjustable Base and will accommodate itself to any and all surroundings. By this arrangement the spout can be instantly adjusted to any height above the platform, has our Siphon Spout and Reservoir Head, long heavy Handle with large Polished Steel Bolts, which insures Long Life and a Smooth-working, Noiseless Pump. This also makes a very desirable Pump for Drilled Wells.

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - ONTARIO
Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

The Dealer who Builds up a Successful Business

is the man who persistently handles 'quality' goods, and 'Broom quality' is an absolute necessity if the family trade is to be retained. You will always be on the safe side if you handle the

Brushes, Brooms and Woodenware

of

Thomas Bryan, Limited, London, Ontario

*Western Representatives:—**WINNIPEG PAINT and GLASS CO., Ltd., Winnipeg, Calgary and Edmonton***

WOSTENHOLM'S CUTLERY

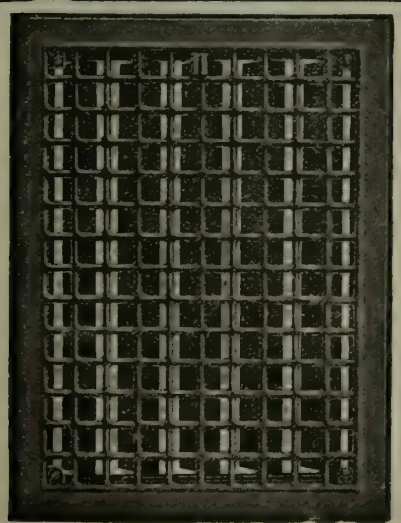
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.

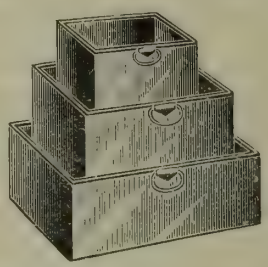


STORY CAKE TINS

For the Holiday Trade

These are just the thing for the Christmas Cake, and you know our quality.

Round and Square

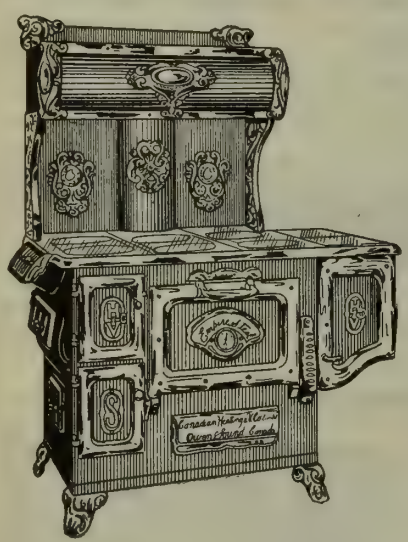


Solid or Loose Bottoms

We also have an 8x8x2 pie plate with perfectly straight sides, just what is wanted. Try a few and see how they go.

McCLARY'S

London Montreal Toronto Winnipeg Vancouver Hamilton St. John, N.B. Calgary



SUPERIOR POINTS IN THE "EMPIRE" STEEL RANGE

1. The **two flues** ensure even heat distribution, the oven bottom will never warp, and it will bake every part.

2. It is fitted with interchangeable **Fire-Back** and **Duplex Grates.**

3. It has **large Broiler Door** and **Poker Door.** Soot can be quickly cleaned into ash pit from beneath the oven.

4. **Reservoir** is large, heats water quickly and retains the heat long time.

These are only a few features of the Empire Steel Range. This range has no superior and mighty few equals, and its price will interest and surprise you.

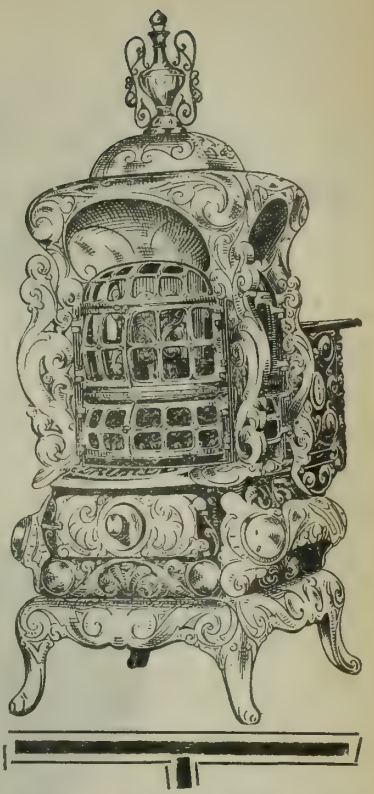
WRITE US TO-DAY

THE CANADIAN HEATING & VENTILATING CO.

OWEN SOUND, ONTARIO LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

IT HAD TO COME!



¶ You needed it, the public asked for it, and so it came about we got our heads together, determined to produce—the best base burner. Like the magician we say, "here it is"—but then we go further—we prove why we believe and know it to be the best. Its beauty of design is readily acknowledged—the inner excellence is what we seek to prove. The vital question is "efficiency"—practicability, as you find it in the

ART LAUREL BASE BURNER

Memorize This—It's Sound Heating Logic

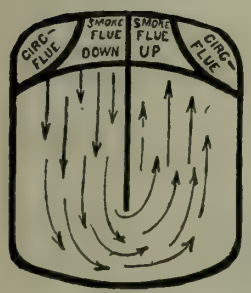


Figure 1

¶ Figures 1 and 2 show the method of base burner radiation as is generally used. A base burner, to be entirely satisfactory, must have a properly-proportioned circulating flue. Now, the back and the base is the most valuable radiating surface—that you'll admit—then what about figures 1 and 2? Is the heat properly cared for? Figure 1 shows the circulating flue crowding in on the greater portion of the main back; figure 2 shows the combustion split in two sections, but this don't increase the radiating surface—the circulating flues are but two-thirds surrounded by heat.

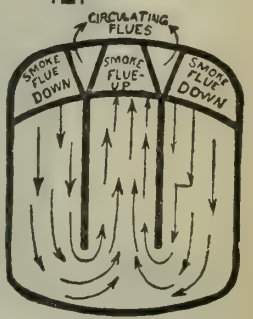


Figure 2

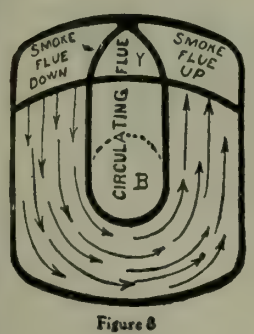


Figure 3

¶ Figure 3 shows the Art Laurel method—no sharp turns—no flue strips. Notice the large circulating flue—how the heat plays all round it. The hot-air circulating flue is not only a channel for heating the air—it also takes the cold air from the floor at the centre of the main bottom, passing it to the back flue (Y) and then to top of jacket in one strong column, absolutely surrounded by fire surface. That's "Art Laurel" heating logic.

THE GURNEY FOUNDRY CO., LTD.

Toronto Hamilton Montreal Winnipeg
Calgary Edmonton Vancouver

GARNET "GOOD CHEER" RANGES

With 20-inch oven and 4 or 6 hole top



This is a range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

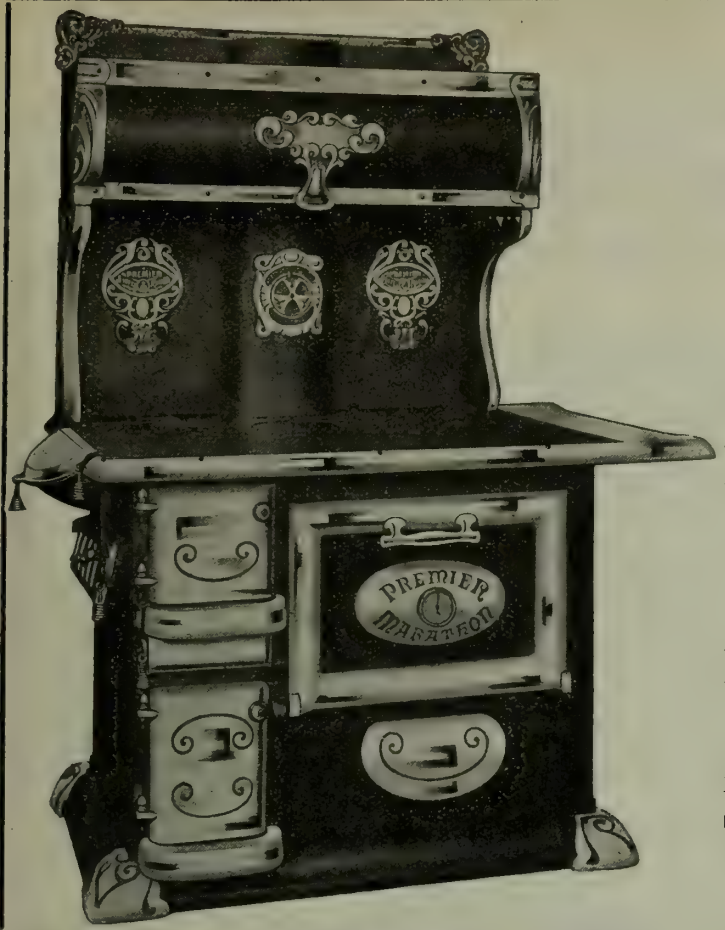
We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You.

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba



DAVIDSON'S
"Premier Marathon"
STEEL RANGE

IS NOW A LEADER on account of its proved perfection and neat appearance

We have used heavier gauge steel than usual in making this body.

Special attention has also been paid to adapting the fire box for wood as well as coal and it will take comfortably a 28-inch stick.

The New Duplex Draft with which every "Premier Marathon" is fitted assures perfect combustion at both ends of the fire box.

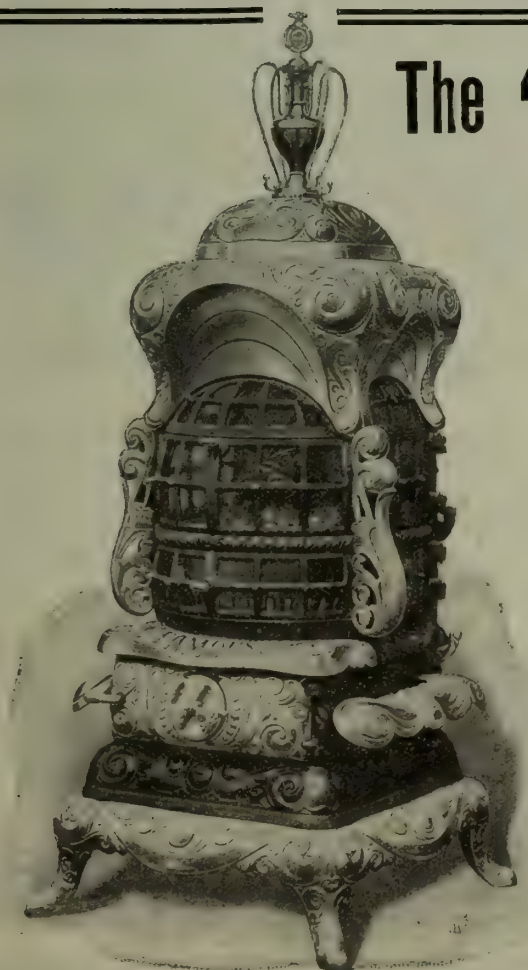
This range has many other desirable features and the number of repeat orders received plainly show that the criticising public have found them satisfactory.

Write for Illustrated Circular.

Made only by

The Thos. Davidson Mfg. Co., LIMITED

MONTREAL and WINNIPEG



The "Famous" Base Burner

—Here it is—

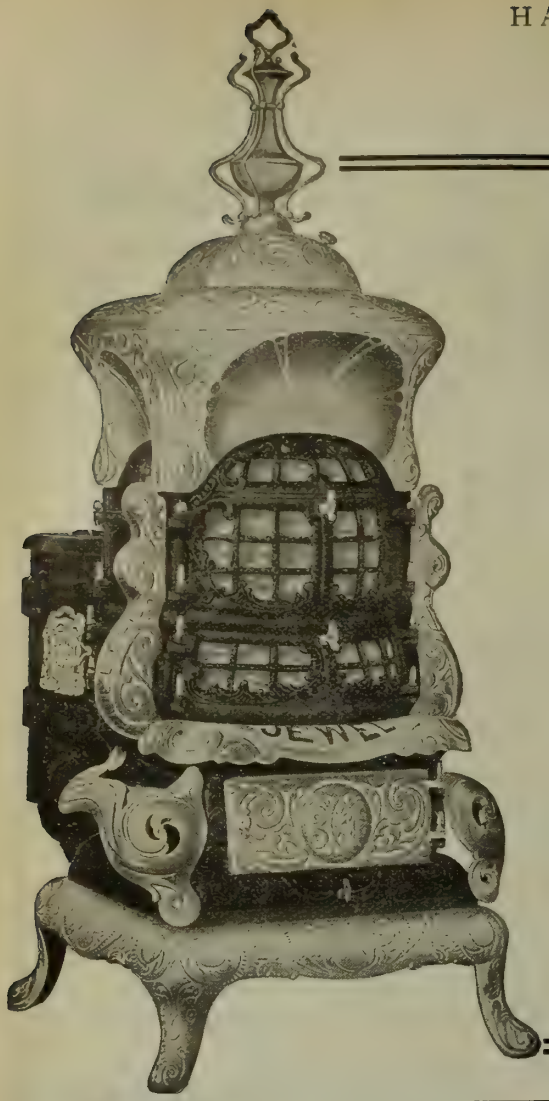
You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.

Montreal, Winnipeg, Hamilton, Calgary.



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater
With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.
The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been redressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.
Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED
Hamilton, Canada



Perfection Oak

For Hard and Soft Coal or Wood—A handsome stove at a very low price. Large feed door, heavy steel body, screw draft dampers, draw centre grate, ash pan, grate shaker through side of base. A very attractive stove, being handsomely nickel-plated and ornamented.

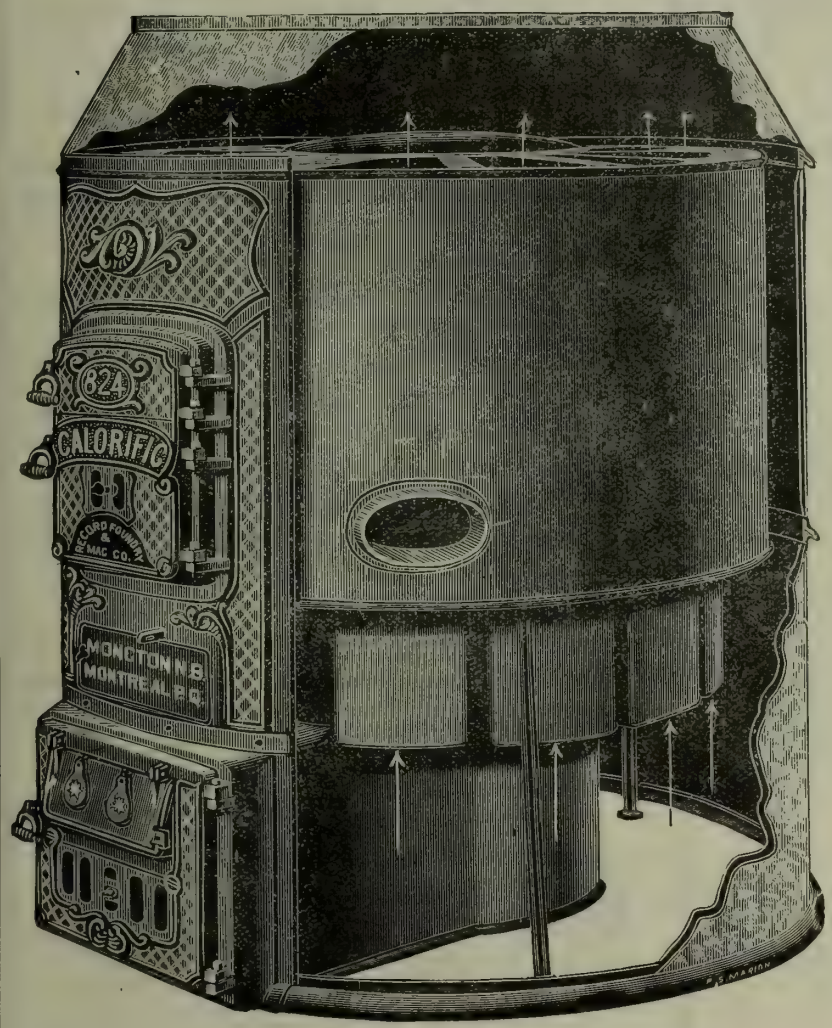
Sizes 12-in., 14-in., 16 in., and 18-in.

Send for our new Stove Catalogue and Price List

THE JAS. SMART MFG. Co., Limited

BROCKVILLE, ONT. WINNIPEG, MAN.

A Passport to Comfort



is what everyone receives who buys the

RECORD CALORIFIC FURNACE

Dealers everywhere are reaping the benefit of this fact. It burns any kind of fuel.

Every furnace installed is a *permanent* advertisement for *more business.*

Our Furnaces command a good price. There is always a nice profit for you.

Let us send you the names of some of our money making dealers who have sold the *Record Calorific* exclusively and have captured the business of their town. If they can make money you can.

We help you sell them because we back every furnace by our guarantee

Some of the largest public buildings in the Dominion have installed the Record Furnaces. It is true merit that wins.

Our furnaces satisfy from the start. Anyone can run it and it never troubles a soul.

Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver, St. John's, Nfld.

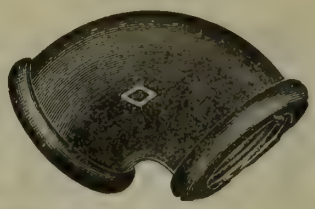
You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire
and
"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

PERFECT



Fit
Thread
Material
Finish

Characterize
"DIAMOND" BRAND FITTINGS
WATCH FOR THE DIAMOND WHOLESALE ONLY
THE OSHAWA STEAM & GAS FITTINGS CO. LIMITED,
Oshawa, Canada

L. E. DUBUC
MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel
To Secure Good Results
Buy it for
Tools, Mining Drills, etc.
Wm. Jessop & Sons, Limited
Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

BLACK JACK
THE BEST FAMILY POLISH MADE

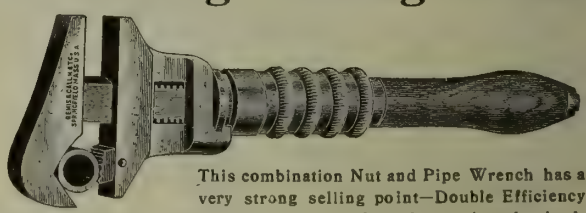
TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

A Strong Selling Point



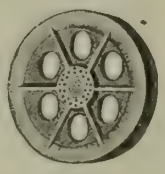
This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

"STAR BRAND"





FERRALL'S
HUB HOISTER
AND
Sheave for Same
FOR HEAVY RAPID HOISTING
EITHER FOR MANILA OR WIRE ROPE

The shells have rounded edges which protect and save the rope. The sheaves are fitted with Metaline side bearings which keep sheave from heating. The best rope-saving block made.

Catalogue H.M. Sent Free on Application

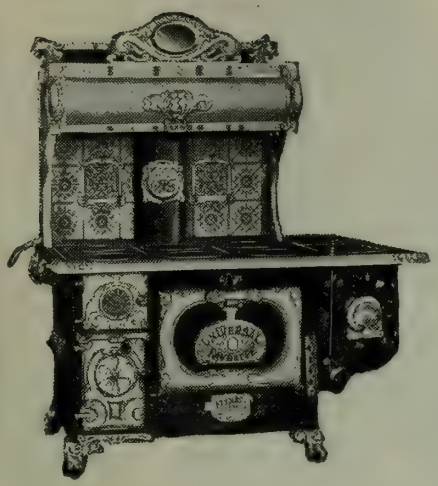
Boston and Lockport Block Co.
116 Condor Street, EAST BOSTON, MASS.

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR
Cutlery
BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada
James Hutton & Company
Montreal

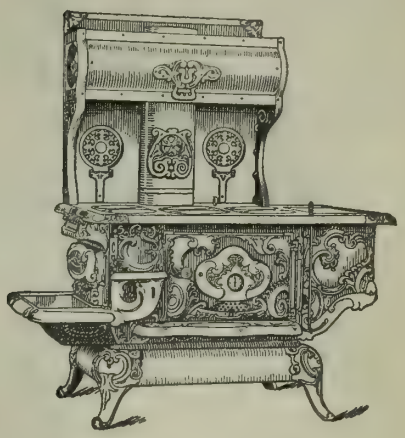


BULLETIN

No Shortage of

FAVORITE

STOVES and RANGES



We Have the Plant **We Have the Facilities and we Have the Stock** **We Have the Men**

We have been running our factory fully manned since the first of the year, and while we are busy we are able to take care of all the business that comes our way. We can fill all orders promptly either from our **FACTORY, WINNIPEG BRANCH** or any of our **DISTRIBUTING WAREHOUSES.**



Whether it be a Steel or Cast Range, Coal and Wood Cook, Wood Cook, Base Burner, Oak Heater, Hot Blast, Tortoise, Box or Pot Stove.

WE HAVE THEM

and can ship the same day as we receive the order.

TRY US WITH YOUR RUSH ORDERS



Findlay Bros. Co., Limited

HEAD OFFICE & WORKS:
CARLETON PLACE, ONT.

BRANCH HOUSE:
309 ELGIN AVE., WINNIPEG, MAN.

DISTRIBUTING AGENCIES:

H. H. DRYDEN SUSSEX, N.B.
STEWART & CO. TORONTO, ONT.
D. V. COPE & CO. CALGARY, ALTA.
REVILLON BROS. EDMONTON, ALTA.

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.
"BUTLER" was Reg'd a Trade Mark A.D. 1768

Their  Trade Mark was Reg'd A. D. 1681

Sole Makers of — REGISTERED — Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate.

HIGHEST AWARDS SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)
MANUFACTORY:
Trinity Works, SHEFFIELD, England



¶ About six months ago we booked an order for shipping tags (the cheapest kind we make) from a Company shipping castings and machine parts.

The other day they wanted another lot of tags and we suggested using a tougher tag. It didn't take much to persuade them, as the cheaper tag was not sufficiently strong to carry their heavy merchandise. We are now running their order on a four grade better tag.

LET US CHECK UP YOUR TAG SITUATION

SAMPLES OF ALL KINDS ON REQUEST

SOUTHAM LIMITED
MONTREAL

Holiday Prize Competitions

Open to Canadian Hardware Merchants and Clerks



SIX PRIZES FOR WINDOW DISPLAYS

For the three best selling window displays shown in a city over 10,000 population, and for the three best in towns and villages under 10,000 population.

In each division there will be three prizes as follows: 1st, $5 in cash; 2nd, and 3rd, copies of "Hardware Window Dressing" (cloth bound) $2.50—making in all six prizes, totaling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, made up of articles usually sold in hardware stores, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

TWO PRIZES FOR HOLIDAY ADS.

Two prizes of $5 each are offered for the best newspaper advertisements about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. As in the window competition, a division is made, one prize being open to those in cities over 10,000 population, and another to those in smaller places.

With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad, and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

Address: "The Editor HARDWARE AND METAL," 10 Front Street East, Toronto.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

The Prosperity of the Country
and the popularity of
Keystone Brand Brushes
and Brooms

have combined to force upon us a further addition to our plant. We have just completed the installation of new machinery and now hope to be able to fill orders promptly.

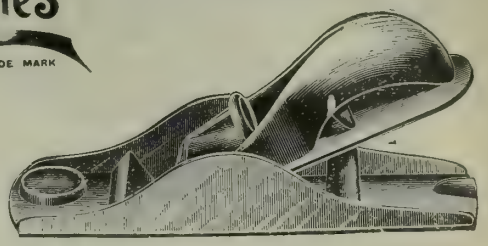
QUALITY TELLS.

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO

Hobbies
TRADE MARK

Amateurs' Tools

HOBBIES PLANES ARE SURE SELLERS.





H bbies manufacture a magnificent range of

VISES

A Show Stand is given free with every full range

Write for one of our Catalogues and Profit-Making Terms.

OUR NAME IS A SILENT SALESMAN

Hobbies, Ltd.
Manufacturers
DEREHAM, - - ENG.

You might as well have first class

Rubber Stamps

at Reasonable and Reliable Prices

Send us an order for Rubber Stamps and see the difference between what you have been getting

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON - - ONTARIO

"Brantford" "Roofing" Assistance

We give our agents the right kind of assistance. A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada.

All inquiries we receive from advertisements are turned over to dealers for their personal solicitation.

Handsome catalogs and samples supplied to dealers for distribution to prospects.

Electros of a special series of retailers' ads. supplied free to all who will insert them in their local papers.

Just write us for further details.

Brantford Roofing Co., Limited
Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited
Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.

Burman's British Clippers

Made in Birmingham, England, by BURMAN & SONS, Limited



Why British?

Simply because BRITISH workmen take greater pains in all their mechanical work than any others; the BRITISH steel has never been surpassed in any country and then BURMAN'S CLIPPERS are known in the four corners of the globe, not solely because they are BRITISH but because they are the BEST ALL ROUND CLIPPERS MADE ANYWHERE.

EVERY UP-TO-DATE dealer knows the name. They are asked for by PARTICULAR people.

BOWN'S NEWMARKET clipper is ours. It is tried and found the best. It brings REPEAT ORDERS.

The "GRAND" (ball bearing) clipper is the ONLY genuine BALL BEARING clipper produced to-day. NICKEL plated and black ebonized handle. SELLS on sight.

"THE HANDICAP" is less in price but it has QUALITY that is HIGH. This is a centre adjustment clipper: is simple in construction and has been a great favorite in all the COLONIES. IT IS THE CANADIAN STANDARD.

NO 17 POWER CLIPPER IS UNIQUE and UNRIVALLED. YOU KNOW ITS EXCELLENT patent CLIPPING HEAD; its wonderful CUTTING QUALITIES; its ANTI-FRICTIONAL design and its PERFECT BALANCE, running always lightly and EASILY. The gearing that runs the machine is in a DUST-PROOF GEAR BOX and it sells on sight. BURMAN'S NO. 17 Clipper weighs ONLY 35 lbs. packed. Size 26x8 inches.

B. & S. H. THOMPSON & CO., Limited, St. Paul Street, MONTREAL

Sole Canadian Agents

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

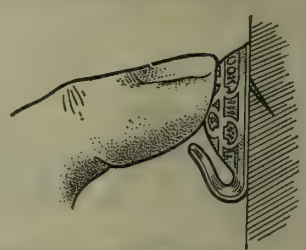
108 Cabot Street, HOLYOKE, MASS., U.S.A.

THE HANDIHOOK IS A SURE SELLER

"DON'T LOOK FOR A HAMMER! DON'T SCREW IT IN!"
THATS WHAT TO TELL YOUR CUSTOMERS ABOUT IT.

Simply press the Handihook with your thumb. That's all it needs. Once up, it'll hold 10 pounds as easily as it does an ounce. And it won't disfigure your wall or woodwork.

For hanging the hundred and one things around the home, office, store or factory, the Handihook is the best hook ever devised. Can't be beaten for hanging pictures, signs, calendars, coats, waists, skirts, whisks, towels, reference books utensils, etc. Made in gun metal, nickel and antique copper.





WRITE US FOR PARTICULARS. SAMPLE ON REQUEST.

THE MANUFACTURERS' SALES CO

Sole Distributers for Canada.

F. H. REID, Mgr. - - Birks Building, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Web isch & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

ELECTRIC DRY BATTERIES.



X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only b
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY !
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Corrugated, asbestos ned, fire-proof stove pipe thimble, cast both ends, pipe resting against points or projections, impossible to get hot, the only real fireproof thimble made; send for catalogue of these and our other hardware specialties. Mfd. by
The COLLINS Mfg. Co., TORONTO

MANUFACTURERS' AGENTS.

R. B. COULSON
Manufacturers' Agent
454 St. Paul Street : : Montreal
Successor to
COULSON & BLAIKIE
Connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

MANUFACTURS' AGENTS.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

J. L. BECKWITH & CO.
MANUFACTURERS' AGENTS
are open to consider British Columbia representation for good Eastern Agency.
Sample Rooms, Mahon Bdg., Langley St.
P. O. Box 774 VICTORIA, B. C.

T. W. HEMPHILL & CO.,
Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

The Manufacturers Sales Co.
MONTREAL
Frederick H. Reid, Manager
Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

CHAS. MORIN
89 Dalhousie Street, - QUEBEC
Specialty Manufacturers' Agent
18 years' experience, 3 travelers calling upon retail trade in Quebec district. Open for good lines in HARDWARE SPECIALTIES.

METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419

MONTREAL SMELTING AND REFINING WORKS

Geo. Langwell & Son, Montreal, Que., Can.

Smelters and Refiners of all Metal Products

Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.

Get Quotations

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO., NEW HAVEN

STOVE REPAIRS.

Phone College 4877

JONES BROS.

346 Christie St., Toronto

Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

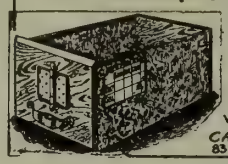
Manufacturers of

Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada

Horse Nails, Etc.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
85 Richmond St. W. Toronto

TOOLS.



OUR OFF-SET
TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.

CHICAGO, U. S. A.

PORTABLE OVENS.



BAKERS' OVENS

Cut shows the "Rubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g Co., Limited
Toronto, Ont.

Phone, Parkdale 3188.

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL TANKS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

DO YOU KNOW THAT

HARRIS
Heavy Pressure Bearing Metal



Is the best investment you can make, that is, if you want A Reliable Rabbitt Metal. Try it.

PRICE 22c. PER LB.

Manufactured and Guaranteed by

The CANADA METAL CO., LTD. Toronto





Not "57"

BUT "47" VARIETIES

of Coal Oil Lamps and Lanterns

And ALL of Them GOOD

"BANNER" COLD BLAST LANTERNS

FULLY GUARANTEED

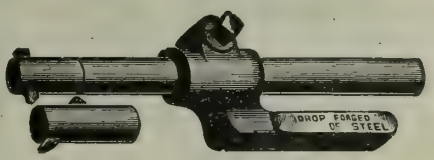
NOTE THE SAFETY CATCH

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario

ARMSTRONG TOOL HOLDERS

THE WORLD'S STANDARD LATHE AND PLANER TOOLS

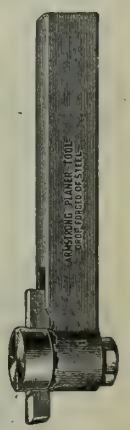




NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.



Planer Tool

This is our new IMPROVED

PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.

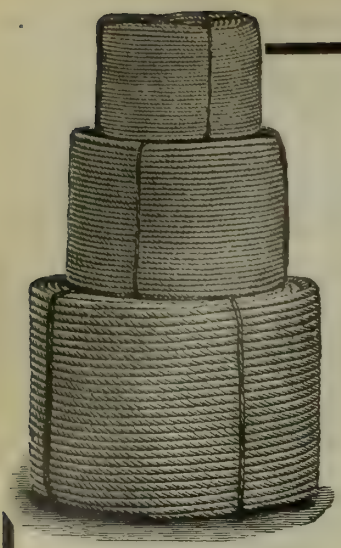


Do you want our new catalog?
It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE"

106 N. Francisco Avenue, CHICAGO, U.S.A.



PLYMOUTH CORDAGE CO.

PLYMOUTH **WELLAND**

It is well known in a general sort of way that Manila rope is the best for most purposes. But there are many grades of Manila fiber.

The manufacturer may use in his rope hemp of poorer quality than good practice permits, yet he may still be entitled to call his rope "Manila" or "Pure Manila." Thus he can probably sell his rope at a less price. It is worth less.

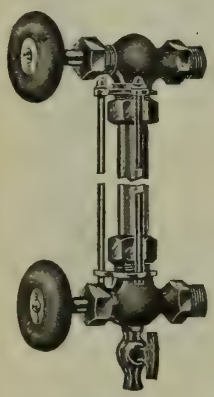
"PLYMOUTH" rope is the rope of quality—is made in one grade only—has been the standard for 85 years.

In buying rope it is safer to specify "PLYMOUTH Manila," which means satisfaction always.

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

WATER GAUGES AND GAUGE COCKS

are made of best steam metal, and are strong and durable. Our prices are very reasonable, and the line is one you should stock.

Tell your jobber you want
"THE PENBERTHY KIND."

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



"ASTORIA" CLOSET COMBINATIONS

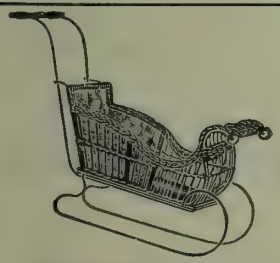
The Plumber whose client wants something better than the "ordinary," something that will please in every respect, should have an "ASTORIA," to show high-class goods means more profit to you.

Astoria Low-Tank Outfit includes bowl with extra large water seal, highly polished improved tank with our patent ball cock—pull or push-button action, heavy saddle pattern seat and cover.
List - - $50.00

Astoria with "Nethery" patent flush valve, operated with push-button; dispenses with direct connected tank, attractive, compact and effective.
List - - $50.00



The James Morrison Brass Mfg. Co., Limited Plumbers' Supplies
93-97 ADELAIDE STREET WEST, TORONTO



Doll Sleigh. List $2.80.



Automobile List $11.80.

That Profitable Christmas Trade

WILL BE A BIGGER THING THAN EVER FOR YOU THIS YEAR IF YOU ARE HANDLING

TORONTO Gendron CANADA

SPECIALTIES

The accompanying cuts illustrate four only of the many good things which will sell like hot cakes at the coming season. See to your stocks at once. There's money for you in handling these goods. Made in Canada.

The Gendron Manufacturing Co., Ltd. TORONTO CANADA



Rowing Waggon. List $6.00.



Shoofly. List $16.80.



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

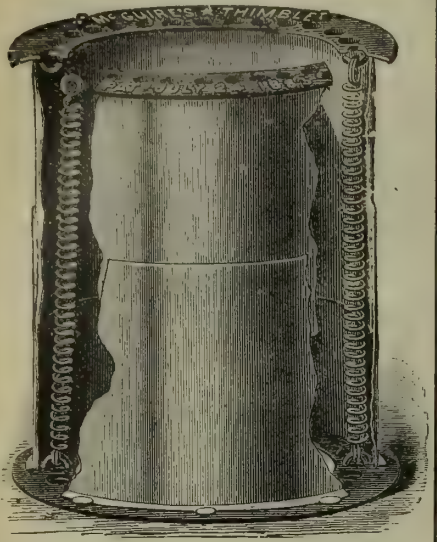
Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

You Know It Pays

to keep your customers satisfied. We can assist you to do this by keeping you stocked with the best Stove Pipe Thimble made in America.



WRIGHT'S Enamelled Steel End Stove Pipe Thimbles are made in 6 and 7 inch, for floor or partition. Fitted with heavy coppered springs. Packed ½ dozen in a crate.

MANUFACTURED SOLELY BY

E. T. WRIGHT & CO., Hamilton, Can.

(Winnipeg Agents—Merrick, Anderson Co., Winnipeg)

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

Write for prices. We also manufacture tacks, nails nd hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt - - - - - - - Toronto

Get this FREE Book before you build. Tells why fire-proof metal material is cheaper from first to last—tells why one kind is the cheapest it's safe to buy. No matter what you mean to erect or repair, indoors or out, send for book. Ask nearest office

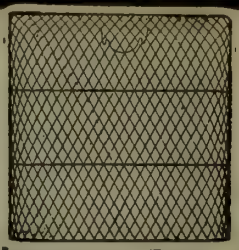
PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

SPARK PROOF FIRE GUARDS AND FEEDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



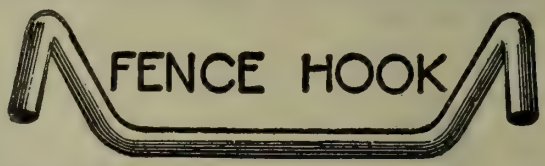
CANADA WIRE GOODS MFG CO., Hamilton, Ont.

We manufacture all grades of *Wire Cloth and General Wire Work.*

We solicit your inquiries.

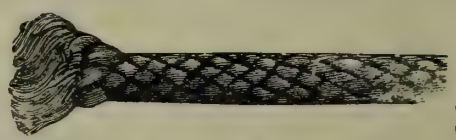
GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.



HERCULES

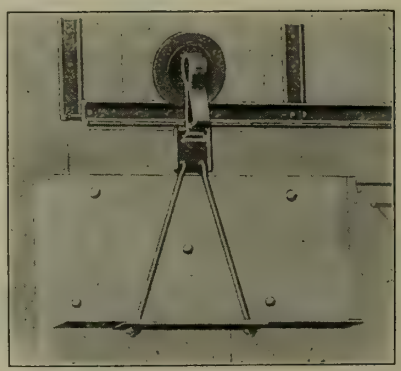
Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

S. B. MARTIN, Dalton, O., U.S.A.



Builder of

"Low-Down-High" Store Ladders
Wonder Barn Door Hangers
Channel Steel Track
Hardware Specialties

Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

Will give license to one or two good Canadian Firms to build these Specialties.

See Cut.

The Toronto Plate Glass Importing Co., Limited

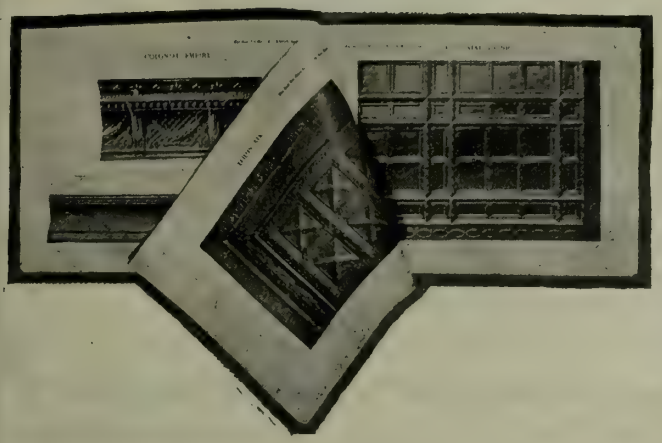
(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Metal Ceilings

Have You This Catalog?



New enlarged Catalog "A-3" has just been mai ed out to the Trade. If for any reason your copy mi sed connections **DROP US A CARD.** We want you to know the importance of *machine-cut beads*, *wood-brackets* and *improved panel-plates* to you as an erector and dealer in Metal Ceilings. Name and address, please?

The Galt Art Metal Co., Limited

GALT, ONT.

MONTREAL, J. B. Dagenais, 977 St. James St. W.

WINNIPEG, Dunn Bros.

We Pave Your Way to Greater Profits

By stocking you complete with

Star Expansion Bolts

The biggest "Business Bringers" in the hardware line to-day! And you know it, Mr. Dealer!

One of the Largest Advertising Campaigns

of education to the consumer in this country is now being conducted by us. Large space is used, containing strong, interesting salesmanship copy that sells the bolts kept in stock by you! If you'll take on our line we'll guarantee to create the demand even though you've never had a call for Expansion Bolts!

Isn't this a proposition worth looking into? Isn't any proposition that brings trade to your store worth investigating? This proposition and samples cost you nothing.

Will you investigate for greater profits? Address:

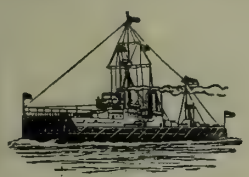
CATALOGUE DEPARTMENT 36,

Star Expansion Bolt Co.

147-149 Cedar Street - NEW YORK CITY



THE PATENT "DREADNOUGHT" MILLING FILE



Registered Trade Mark

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively, their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.

JUST THINK:—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."

JUST THINK:—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance

Write for Price List and Catalogue to the nearest agent.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

NATIONAL FILE & TOOL CO, 2110 Alleghany Ave., Philadelphia, U.S.A. ***FACTORY, 65 Dalhousie St.***

AGENTS { Halifax, N.S.—Austen Bros. / London, Ont.—London Engine Supplies Co., Ltd., Richmond St.

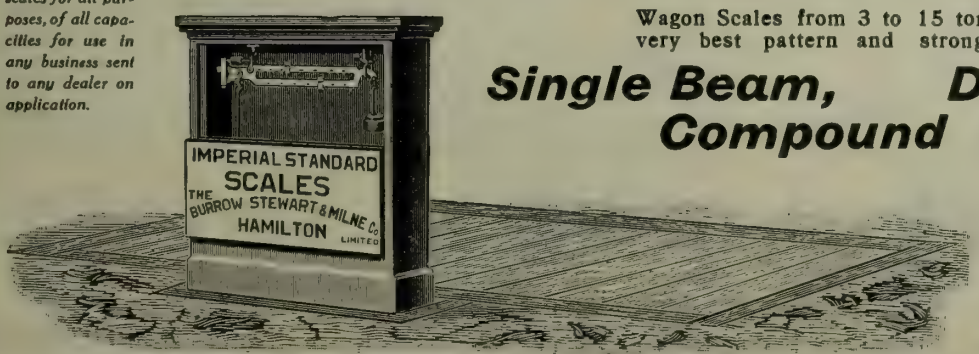
St. John, N.B.—The Jas. Robertson Co., Ltd.
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Catalogue of 128 pages, showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.

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Wagon Scales from 3 to 15 tons capacity of the very best pattern and strong and accurate.

Single Beam, Double Beam, Compound Beam.



Special prices on application to the manufacturers.

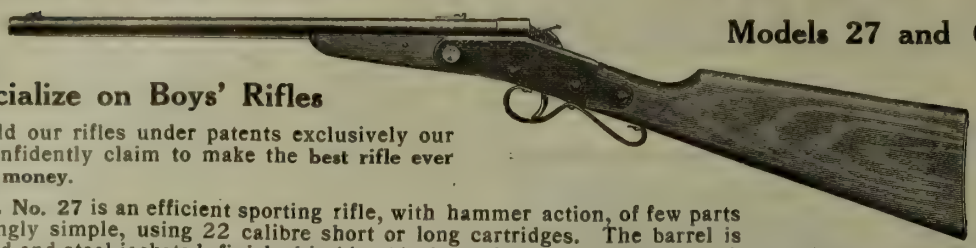
The Burrow, Stewart & Milne Co., Limited

HAMILTON, - ONTARIO

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

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THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. BOKER & CO.'S

"Tree" Brand Pen and Pocket Knives



Extensive variety of pattern and finish. Also Scissors, Shears and Razors.
Retailers can readily double the cost on Boker's Cutlery.

For Sale by Leading Wholesale Hardware Firms



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.



Christmas Presents!

That profitable trade you are looking forward to will be still further increased if you stock our high-grade specialties. Here are some of them:—

Water Filters	Wine Coolers
Water Coolers	Nursery Chests
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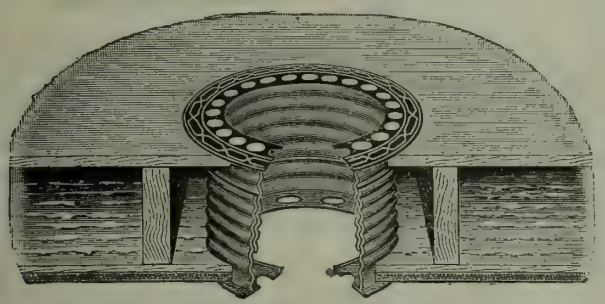
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Buffalo Mfg. Co., Buffalo, N.Y.

Represented by

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O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

There's no ice so slippery that "*Little Clinchers*" will not carry you over without a fall. They grip the pavement firmly at each step

"Little Clinchers"

make icy pavements, roads and hills as safe as the floor in your home. They're adjustable to the heel of your shoe in *half a minute*—no nails, screws, rivets or straps. They're invisible and comfortable.

No need to remove them indoors—simply fold the heel-plate forward, reversing spikes under instep, and the floors and carpets are safe. "*Little Clinchers*" are made of steel, with specially hardened points. If your jobber cannot supply you with these goods, write us.



Smith Hardware Co., Ltd

4 LEMOINE ST., · MONTREAL

Our Acorn Trade Mark

is the buyer's safeguard. There is no guess work about this brand

Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING Co LTD.
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The Meaford Wheelbarrow Co.,

MEAFORD Limited ONTARIO

Manufacturers of

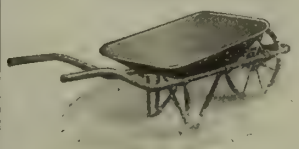
WHEELBARROWS—**both Steel and Wooden, all styles also the *Sterling* line of Roller Bearing Easy Pushing Wheelbarrows and Concrete Carts.**

TRUCKS of every description, both in two and four wheeled.

DRAG SCRAPERS (Pressed Steel) WHEEL SCRAPERS (Pressed Bowl and Square Box).

PROMPT SHIPMENT.
RIGHT PRICES.
GOOD GOODS.

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HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
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FIRE & MARINE

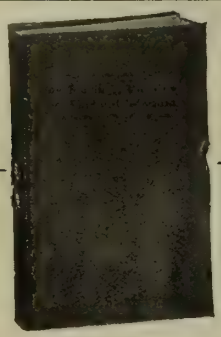
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THE ROOFING, CORNICE AND SKYLIGHT ANNUAL

The Book consists of three articles:

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175 Pages *170 Illustrations,* *13 Plates*

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EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

SELLS AT SIGHT TO EVERY FARMER!

The 'Daisy' Indoor Sanitary Earth Closet is

Easily Erected

Sanitary

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Neat and Ventilated



The 'DAISY' fills a long-felt want, and is proving a ready seller. Being made of metal, odors cannot permeate it.

Liberal discount to the trade.

Write for circular.

Price $10.00

The TORONTO FURNACE and CREMATORY CO., Ltd.

72 King St. East, - TORONTO



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

WE
SOLICIT
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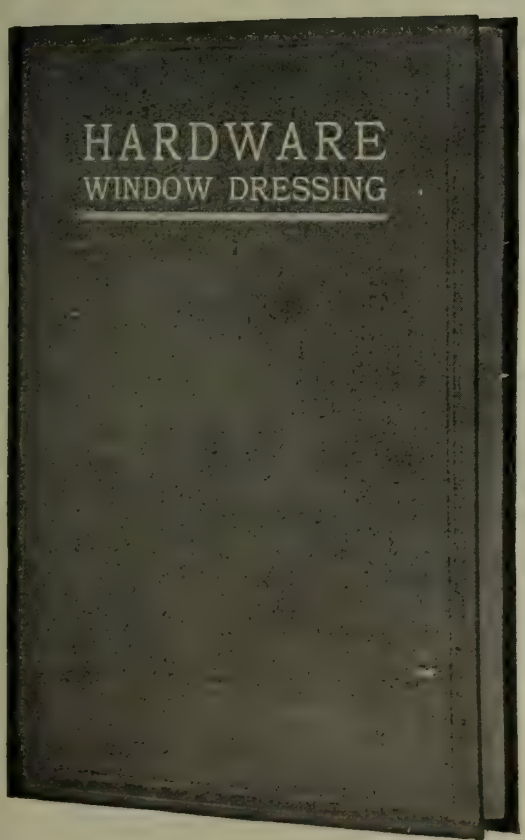
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A few of the thousand commodities

Wire for every purpose
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Montreal



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages 8x11 Inches 300 Illustrations

Price $2.50. Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto



THE TRAP SHOOTER

wants to *know* that the ammunition he uses is perfect.

Dominion Shot Gun Shells are made to meet the demands of trap shooters.

A new box free for every misfire of present product.

THEREFORE
YOU SHOULD CARRY

Dominion
IMPROVED & PROVED
Ammunition

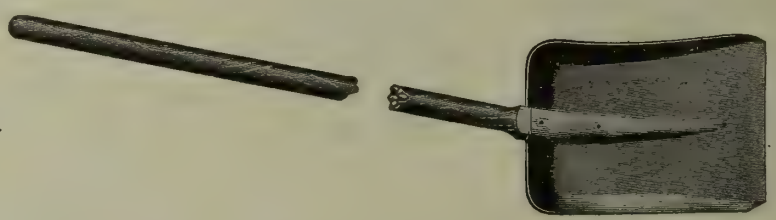
Dominion Cartridge Co. Ltd., Montreal

Kemp's Arctic Snow Shovels

Heavy Steel Blades

Blade stamped from heavy steel, with a rib down the centre to strengthen it, and securely fastened by two bolts which pass through the handle and are firmly rivetted.

Japanned



Galvanized

A shovel suitable for the barn or stable

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

How to Interest New Customers in the Store

Berton Elliott, in the Hardware Bulletin, Describes Some Plans Known to Have Been Used Successfully by Merchants—Ways of Interesting Children in the Christmas Goods on Display in Hardware Stores.

There is practically no limit to the plans that mey be used by the retailer to stimulate and create trade. A number of excellent books are published on the subject. Almost every issue of your trade journal has some good ideas of this kind to offer. Many effective sales plans, however, are the result of the dealer putting on his thinking cap and designing something especially suited to his particular case.

I would make moderate use of good sales plans. I do not think it well to be overly liberal in their use, however, for if you have something of the kind going on all the time, they are quite likely to grow tiresome, or, at any rate, will not attract the same amount of attention to your store as if you spring something out of a clear sky every now and then. It's a good plan to shut off the current every little while just to have a chance to turn it on again. Some of the plans which appeal to me as being particularly good, and which I know to have been used with good results, are as follows:

Guessing Contests Bring Trade.

Guessing contests are perhaps the most common. Probably no form of guessing contest is more successful, as a rule, than a penny guessing contest. Fill the show window with bright new pennies and offer prizes to the first three persons guessing nearest the correct number displayed. The guessing may either be open to anyone, or limited to those making purchases. If limited to actual purchasers, the prizes should, of course, be more valuable than otherwise. If confined to purchasers, one guess for every dollar's worth purchased is generally a pretty good plan. A good prize would be from ten to twenty-five silver dollars, which could be piled up in the window along with the pennies. On the closing day of the contest arrangements might be made to have a couple of bank clerks enter the window and count the pennies in full view of people from the sidewalk.

This is typical of guessing contests, which may embrace guessing the number of beans in a jar, when a clock will run down, when a candle will burn out, etc., etc. Care must be taken in contests of this kind not to advertise them in the newspapers or by means of circulars sent through the mails, as the Post Office Department bars from the mails all matter pertaining to contests that are dependent upon chance rather than skill or judgment. This does not mean that the merchant may not conduct guessing contests, but simply that he will not be permitted to advertise them through the mails.

Voting Contests and Premiums.

Another form of contest that is very popular is the voting contest. This is as old as the everlasting hills, and there is no end to the variety of contests that have been used with more or less success by dealers everywhere. One of the best of these is a contest for the most popular school, in which a liberal prize is offered to the public or private school receiving the greatest number of votes, one vote to be given with every ten-cent purchase. If you "get in right" with this contest and the public takes to it, it will produce exceptionally good results, as the interest and enthusiasm of the school children and school teachers of the town is a powerful force to have working for you. Other voting contests may be held for the most popular young lady, little girl, married couple, minister, club, etc.

A good idea for a ten days' sale is to refund the full purchase money on every tenth or every twentieth sale. If the store is large enough it would be a good plan to ring a big bell every time a purchase is given away free. Customers who are fortunate enough to have their money refunded spread the news among their friends, and in this way such a sale is always liberally advertised, and extra trade should be brought in to more than take care of the purchase money returned. Another similar scheme is to refund one day's cash sales to all customers a certain day each month, the day to be determined by ballot at the end of the month.

It is natural for people to want to utilize anything they possess which represents a definite, known value, even if necesary to buy things they would not otherwise buy, in order to take advantage of their good fortune. A due-bill plan of some sort is almost always mighty successful. Take a selected list of customers and offer them, in appreciation of their patronage, a certificate which you will accept at $1 in money on total purchases of a stipulated amount before a certain date.

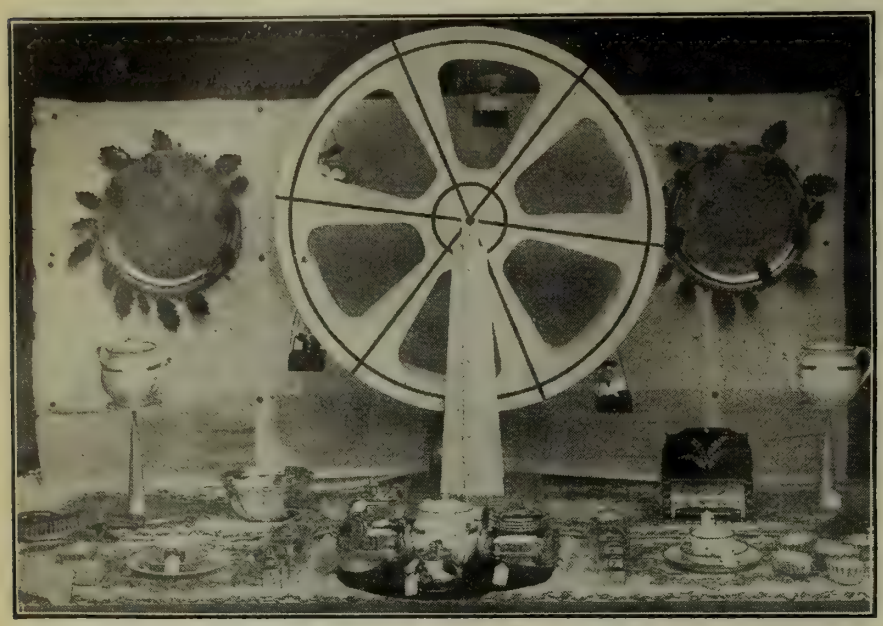


Holiday Window, Arranged by E. B. Swackhammer for R. F. Johnstone, Acton.

Interesting the Children.

Schemes which appeal to children are, as a rule, unusually successful. Children enter into the spirit of the thing with great enthusiasm, and if the scheme possesses merit they generally succeed pretty well in interesting the entire household. Free tickets to the picture show with every purchase of a stipulated amount appeal readily to both boys and girls and older people as well. Other ways of getting trade through children is a prize essay competition for school children, and prizes for the largest number of English-spoken words made from the letters contained in a certain word or sentence.

The plan of holding annually a sale lasting one week, during which two per cent. of the gross receipts is given to employes has been used for some time with wonderful success by one merchant.



Mechanical Ferris Wheel Display, made by Dakin Bros., Digby, N.S.

This seems to be an unusually good scheme, as it not only creates a feeling of good will on the part of the clerks, but gets them to boost the sale in a most enthusiastic manner and is sure to bring in a lot of extra customers who are interested in helping the clerks.

The Holiday Toy Trade.

There is almost always an opportunity to pull off some unusually good special sales on holidays and other special occasions. A very good plan for Christmas time is to distribute toys to the children by means of numbered tickets scattered by the thousand throughout the city and surrounding country. Secure twenty-five toys suitable for both boys and girls and have a number assigned one of them each day by disinterested parties. Display the toy for the day just inside your store, and invite holders of tickets to call and see if they hold the lucky number. If any prize remains uncalled for by the third day, assign a new number and have it as an additional prize for that day. A large crowd should be brought to the store in this way, and some booklet, puzzle or other printed matter of special interest to children should be distributed to each visitor, as this is an especially opportune time to get advertising matter into the home.

Little accommodations always help to make the store popular. One dealer has a dozen card punches which he keeps especially to loan to ladies giving card parties. No charge is made. Another dealer has an elaborate baby scales which he loans happy parents upon request. Magazines make an excellent premium. Almost everyone is interested in magazines, and they are inexpensive, the wholesale price on many of the best publications not being over eighty cents a year. A coupon can be given with every ten-cent value purchased, and for say two-hundred coupons give a year's subscription. A particularly good feature about magazines as premiums is that they keep coming as a reminder every month for a year, and toward the end of the year people are likely to make plans to trade with you again so as to get a renewal without cost.

Whatever plans and schemes I used I would always keep well in mind the fact that a love for taking a chance is inherent in all human nature. This gaming spirit, while it takes on various forms in different people, is always present to some extent. Even if they don't "play the ponies" or frequent gambling houses, people like to speculate as to how things are going to turn out. They like to draw a prize now and then, or come close. But when they don't win you must see to it that they don't lose. That's why merchandise of uncertain value should always be avoided. The merchant who successfully apeals to these elements in human nature is the one with whom customers are eager to spend their money.

MECHANICAL HOLIDAY WINDOWS.

Dakin Bros, Digby, N.S., used two mechanical displays in their windows a year ago, and found that they interested many people in the goods displayed.

In one window they used a toboggan slide scene, in which a cardboard toboggan containing a child was continually sliding down the incline, a small water motor under the window being attached to a canvas belt, carrying the toboggan, and revolving on tins. A street scene beyond the slide gave a realistic effect to the display, but the window would have been much improved, if a background had completely hidden the store, and stands had been arranged in the corners, displaying gift silverware, cutlery, etc., properly price marked.

The second window contained a Ferris wheel made of galvanized iron and revolving on a stove rod. Six cars, carrying passengers revolved with the wheel, power being supplied by the water motor, the speed being cut down by a double pulley operating large and small on the one axle. This display was more distinct from the store, but the arrangement of the goods could have been made more effective by raising them above the floor of the window. The pedestals shown were made of tin and price tickets were used liberally.



Moving Toboggan Slide Window, shown by Dakin Bros., Digby, N.S.

News of the Retail Hardware Associations

Hardware Exhibition at London Convention an Assured Success—Only Three Spaces in Exhibit Hall not Disposed of and Convention not to be Held for Three Months — A "Model Store" Likely to be a Feature—Winnipeg Retailers not Supporting Their Association.

Canadian Wholesale Hardware Association—William Starke, Montreal, president: S. H. Alexander, Hamilton; W. J. Lawson, S. R. Kennedy, Toronto, A. Jeannotte, Montreal; A. Prudholme, Montreal; Joseph Lemieux, Quebec; directors; James Hardy, Toronto, secretary-treasurer.

Maritime Wholesale Hardware Association—W. S. Fisher, St. John, president; Percy Simmons, Halifax, vice-president; F. R. Murray, St. John, secretary. treasurer.

St. John Hardware Merchants' Association—John A. McAvity, president; W. S. Clark, secretary.

British Columbia Hardware Dealers' Association.—W. C. Stearman Vancouver, president; H. T. Kirk, New Westminster, vice-president; G. Blakely, New Westminster, H. Martin, Vancouver, and W. R. Owens, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association.—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett. Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

Winnipeg Retail Hardware Association.—Charles Mulvey, Winnipeg, chairman; J. E. McRobie, Winnipeg, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers. Association.—D. Brocklebank, Arthur, president; A. Ballantyne, Brantford, first vice-president; M. S. Madole, Napanee, second vice-president; John Caslor, Toronto, treasurer; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; H. P. Morgan, Peterboro; J. S. Weichel, Elmira, and J. R. Hambly, Barrie, executive committee; Weston Wrigley, 10 Front St. East, Toronto, secretary.

Toronto Retail Hardware Association—Samuel Pearsall, president; Joseph Harding, secretary.

Ottawa Retail Hardware Association—R. Mulhall, president; J. G. Cowan, secretary.

LONDON CONVENTION EXHIBITORS.

That the trade exhibition held in connection with the Retail Hardware Association convention at Hamilton last February was a popular innovation is evidenced by the demand for space in the Exhibition Hall at the fifth annual convention to be held at London on February 8, 9, 10, and 11, 1910.

Early in October last year's exhibitors were given an opportunity of booking space at the 1910 convention, and eighteen manufacturing firms responded favorably. Then following the executive meeting on Thanksgiving Day a report was published in Hardware and Metal and seven more firms applied for space, those having secured reservations to date being as follows:

Burrow, Stewart & Milne, Hamilton; Thos. Bryan, Ltd., London; Pittsburg Perfect Fence Co., Hamilton; Oneida Community, Niagara Falls (two spaces); Brandram Henderson Co., Montreal; Dowswell Manufacturing Co., Montreal; Gendron Manufacturing Co., Toronto; Wood Specialty Co., St. Mary's; Canada Paint Co., Montreal; Johns Manville Co., Toronto; Metal Shingle & Siding Co., Preston (two spaces); Sherwin-Williams Co., Montreal; Gillette Safety Razor Co., Montreal; Bowser Oil Tank Co., Toronto; Metallic Roofing Co., Toronto; F. W. Bird & Co., Hamilton; Taylor-Forbes Co., Guelph (three spaces); Carborundum Co., Niagara Falls; Standard Paint Co., Montreal; Lufkin Rule Co., Windsor; Brantford Roofing Co., Brantford; Gurney-Tilden Co., Hamilton; Supreme Heating Co., Welland; D. Maxwell Co., St. Mary's; Moffat Stove Co., Weston; Imperial Varnish Co., Toronto.

Although no general announcement has been made 30 of the 33 spaces have been allotted and several firms have made applications for space, with no allotment yet made.

In addition to the exhibits in the City Hall auditorium, a "model hardware store" will probably be arranged in the arcade beneath the City Hall, one manufacturer having offered to erect a model store front.

A committee of London manufacturers and jobbers is being formed and a committee of the executive of the Retail Hardware Association will visit London next week to further the arrangements for the convention.

From present indications the gathering at London will eclipse any previous convention of retailers held in Canada, and that will be "going some" as the Hamilton convention last February set a record hard to equal or excel. Certainly no other class of retailers have any gatherings to compare in interest or attendance with the annual meetings of the Ontario Retail Hardware Association.

WINNIPEG HARDWAREMEN INACTIVE.

November 10.—In the light of present day facts, it is a matter of wonderment why the Winnipeg Retail Hardware Merchants' Association should show such extreme evidences of lethargy.

The universe is so constructed that every individual man has his own lot in life and his own obligation to fulfill. Personal assertiveness is demanded of everyone if he wishes to succeed in life, and if he is desirous of carrying to victory those issues which are thrust upon him. That which is true of an individual is also true of an organized body of men. The organization as such, is an individual personality, which has duties to perform, and the lack of assertiveness in the efforts to perform those duties betrays lack of personality and weakness of latent powers.

If there is any body that has obstacles to overcome, iniquities to put down, and a just cause to maintain, it is the Hardware Merchants' Association of Winnipeg. And to think of this body manifestly lying down in the harness, while all other bodies are active and wholesome, riding over perhaps those who refuse to put forth the feeblest effort to carry out those issues which are plainly their own.

The matter of seeking protection against the wholesalers who persisted in selling to consumers, and who have been during the past season handing out exorbitant promises to the retailer who called occasionally to set matters right, was discussed in a semi-serious vein at one or two meetings of the retailers, but no definite action was taken. At the meeting which was called last week to further discuss steps to remedy the serious situation, only three or four members put in an appearance, and nothing at all was discussed seriously. Manufacturers are organized, wholesalers are organized, and they are all alert and out for business. But the retailer is not, and he is being squeezed into insignificance and ruin, not because he has no cause to maintain, but because he will not organize to protect his own interests. L.C.H.

BENEFIT OF LOCAL ASSOCIATIONS.

J. H. Bradish, Batavia, N.Y., ex-president of the New York State Retail Hardware Association, in a recent address said:

"It was my privilege recently to attend a meeting and banquet given by the Buffalo Retail Hardware Merchants' Association, an organization which has a large membership and is doing effective work in its own field. It is my firm belief that too much cannot be said in favor of the formation of local organizations. They are not only a great benefit to their members, as the Buffalo dealers can testify, but they strengthen our State association.

"Even in villages where theire may not be more than three or four dealers, pleasant relations and complete understanding among those three or four are bound to result in substantial benefits to all concerned. It is simply a realization on a small scale of the value of concerted action. Consider your competitor in business as a friend instead of an enemy. Discuss with him matters of credits, collections and the reduction of operating expenses, and whenever possible, co-operate with him in buying. How much you will both benefit by such action you will soon realize, and it is likely to surprise you. I am speaking from experience regarding this matter. Competition which has as its sole object the destruction of the business life of your competitor is pretty sure to develop the characteristics of a boomerang."

About the best the man can do who tries to drown his sorrows is to make his head swim.

Splendid Stores in Southern Alberta City

Special Correspondent of Hardware and Metal Predicts a Great Future for Lethbridge—Destined to be Important Railway and Manufacturing Centre—Five Splendid Hardware Stores—Need of Retail Hardware Association in Alberta.

The same general optimism which pervades the hardware atmosphere throughout Southern Alberta, is intensified to a marked degree in this commercial centre. The Sun of Southern Alberta, of which we occasionally read, seems to have an expansive effect upon the descriptive faculties of the handwaremen of Lethbridge, and they grow eloquent, and glow with heat, as they describe the new city of 11,000 people, whose surrounding hills are lined with what apears to be an inexhaustable supply of the finest quality of bituminous coal, for both domestic and manufacturing purposes, and whose agricultural lands are producing more wheat and oats to the acre than any similar district on the face of the earth. Optimistic—how can they be otherwise? In addition to these natural sources of wealth, they say that the completion of the new million and a half dollar steel bridge, which is over a mile in length and 307 feet high, across the Old Man river, will make this line of the C. P. R. nearly two hundred miles shorter to the coast than the main line is, which taken together with the fact that the grade through the mountains is considerably less, gives double assurance that this line will be the road over which through traffic will be carried; thus adding to the importance of Lethbridge, as a divisional point and railway centre.

All of the reasons they give, and the arguments they produce to prove the truthfulness of their assertions, it is impossible to enumerate in an article for publication in a purely trade paper like Hardware and Metal, but in the meantime, building is very active, both in the city and surrounding country.

Five Hardware Stores.

The hardware business of Lethbridge is being attended to by five stores, as follows:—The Hick Hardware Co., C. W. Gray, Hayr Bros., McKeown Hardware Co., and The Stafford-Agnew Co.

Mr. Hick, the proprietor of The Hick Hardware Co. has the distinction of being the successor of the oldest hardware business in the city, which was established when Lethbridge was but a hamlet, by Stafford & Brody, later succeeded by McKeown & Hick. Mr. McKeown withdrawing, established the business of The McKeown Hardware Co., while Mr. Hick continued the original business. The store of The Hick Hardware Co. is situated on Redpath Street, facing the city park, which consists of four blocks, given to the city for park and recreation purposes by Mr. Galt, after whom the famous Galt mines take their name. Their store is well stocked with general hardware, stoves, etc., and in addition they do a plumbing and steam-fitting business.

Made Money in Real Estate.

C. W. Gray had the fortune of coming to Lethbridge, from Calgary, while the former city was but an infant. He therefore got in on the ground floor, and has not only succeeded in building up an immense hardware trade, but by wise buying of Lethbridge dirt, has become one of the city's wealthy men. His store is situated on Round Street, in the centre of the best retail section, and is heavily stocked with all lines of general hardware, stoves, house-furnishing goods, etc. Mr. Gray is a very genial gentleman to meet, and impresses one with the fact that his success has not, as is too often



Stafford-Agnew Co.'s Store, Lethbridge.

the case, given him the icy heart, nor interferred with his glad hand.

Ironmongers Become Hardwaremen.

Hayr Bros., whose store is also on Redpath Street, came here two years ago from "Across the pond," buying the Vrooman stock, an intimation having reached them, before leaving England that it could be bought, and they decided at once to direct their steps towards Lethbridge, purchasing the business immediately upon their arrival, and subsequent results have demonstrated the wisdom of their action. Both of these gentlemen, went through the accustomed trying but thorough ordeal of serving a five years apprenticeship with "iron mongers" in the old land, and this training served well as a substantial foundation upon which to rear the superstructure of successful Canadian hardwaremen.

Arthur Hayr has removed all doubt as to his being thoroughly Canadianized by recently leading to the altar one of Canada's fair daughters. Mr. and Mrs. Hayr have just returned from their honeymoon. Mr. Hayr taking advantage while passing through Winnipeg, of meeting for the first time some of the jobbers from whom the firm have been buying, and he is loud in his praise of the treatment received at their hands. This firm like those previously referred to carry a heavy stock, in fact, this seems characteristic of the Lethbridge hardware stores. Their business has more than doubled since they began and is still on the increase.

Traveler Becomes Retailer.

A. H. McKeown is president and C. F. Smith, the secretary of The McKeown Hardware Co., who commenced their present business about a year and a half ago; opening up in a new brick store on the corner of Round and Dufferin Streets. They were unfortunate in having their entire stock destroyed by fire last June, which interferred very considerably with their business, but a careful examination of their well-kept store at this time, would not disclose the fact that they had so recently met with such a disaster. They carry a fine, well assorted stock of general hardware, stoves, etc., in their well arranged, finely lighted store, while their basement is filled to overflowing with surplus stock and heavy goods. Mr. McKeown formerly represented The McClary Mfg. Co., on the road in this territory, and since commencing the present business, has obtained such a hold upon the trade that the firm's business has doubled in the past year.

Stafford-Agnew's Fine Store.

The Stafford-Agnew Co. are the baby hardware establishment of the city, but are fast developing into a mighty vigorous youngster. They began business in December, 1908, opening up in the Stafford block on Round Street, the block, a two-storey and basement, solid brick, fireproof building, containing two stores, being owned by Mr. Stafford, who has also been one of the fortunate ones, in buying Lethbridge property when it was cheap, and in consequence is now on easy street. As previously stated, Mr. Stafford was one of the pioneer hardware men of the village of Lethbridge, while Mr. Agnew formerly sold "nails and things," for the J. H. Ashdown Co., of Winnipeg, afterwards traveling in Mininesota for Farwell, Oznum, Kirk & Co., the big St. Paul jobbers, and finally covering the Canadian west for The Crane Co., Chicago. The triple experience gained by Mr. Agnew fits him admirably for his future career, as a successful retail hardwareman.

The store occupied by this firm is 25 by 85 feet with full basement. The store is fitted with the Walker-Bin Co.'s fixtures, in oak. In the hardware section the goods are placed on the shelves in the original packages, the firm prefering this to either glass front or wood front boxes. Doors the full height of the shelving occupied by the retail stock and about thirty inches in width, then cover up the shelving, keeping the stock free from dirt and dust, while samples of the stock are fastened securely to the

doors. Surplus stock in original packages is kept in the shelving above the doors, the shelving reaching to the ceiling.

System in Stock Keeping.

Let me mention one feature in the arrangement of this firm's stock, which attracted my attention, and which I found upon observation, and enquiry from Mr. Agnew, was carried out throughout the entire stock, that of always placing the smallest size or the lowest number at the left. This is a system which the writer himself followed for many years in the retail hardware business, and somehow, perhaps wrongly, but nevertheless surely, one who is accustomed to that arrangement, immediately notices, and when it is not followed, discounts the ability of the stockkeeper. For instance a box containing ⅜ No. 2 screws should always be placed to the left of a box containing ⅜ No. 3 screws; and a can containing paint No. 50 should be placed to the left of a can of No. 60.

The office is situated on one side about "mid-ships," while Mr. Agnew's desk is near the front door, where he can meet the firm's customers personally and see that they are promptly and satisfactorily served, his especial care being this department, Mr. Stafford looking after the buying, and the financial end.

Original Features of Store.

A number of original ideas are in use for the display and quick handling of goods.

A gun case arranged to show the side of the gun instead of the top, as is usual, is considered an advantage.

A hoist from the basement to the ground floor in one of the back corners, where a door opens into the alley enables the unloading of goods directly from wagon to hoist and vice versa.

A colored eight-candle electric bulb situated in a conspicuous place on the outside of the office, connected with the switch that operates the basement lights, serves to show whether or not the lights in the basement are on, without going down, and saves many steps.

The firm carry an exceptionally heavy and well assorted stock of hardware, both shelf and heavy, and the whole establishment from office to basement shows it to be well and carefully arranged. The firm's sales have exceeded their most sanguine expectations and keep on gaining every month.

Need of Trade Organization.

All of the Lethbridge hardwaremen interviewed are loyal supporters of Hardware and Metal, and express themselves as looking forward eagerly for its weekly visits.

They likewise have opinions on the value of organization, and admit that certain abuses exist among them, which a Provincial Association might correct, but this subject may be referred to in a later letter. H. N. J.

Lethbridge, Oct. 29, 1909.

Business Methods of Canadian Hardwaremen

Price Cutting Experiences of an Ottawa Hardwareman — Victoria Clerk Suggests a Good Idea to Help in Overcoming the Prejudice Against Giving Edged Articles as Gifts.

A CUTLERY SELLING HELP.

Victoria, B.C., November 6. — As cutlery dealers and hardware men know to their cost, there is an old superstition that it is unlucky to give any thing that has an edge, or that cuts, as a present to any friend or loved one. Many schemes have been devised to overcome this ancient usage, such as giving anything from one cent to five for the article, thus buying it from the giver.

A clerk selling cutlery or edged tools during the holiday trade is often at a loss what to suggest when up against this proposition, and often a sale is lost through it.

The best way to overcome this difficulty is to suggest to the customer that he write on the card along with the usual Christmas greetings the words "Not given, leased for 99 years." This is all that is necessary, the novelty of the idea does the rest, and the sale is made.

W. B. C.

PRICE CUTTING AN EVIL.

Ottawa, November 10.—Anent the address delivered by R. E. Shanahan, treasurer Bissel Carpet Sweeper Co., at the Atlantic City Convention of the U.S. Jobbers and Manufacturers, an incident recently related by a local hardware merchant seems appropriate.

"I've just lost a customer" said he. "She wanted me to cut the price of that tray and I refused. Not long ago I gave her a refrigerator at a considerable reduction simply to clear out the stock to make room for more seasonable goods, and she said she thought she could make a sale of another one for me. I warned her against quoting the price I had made her, but in spite of this she informed her friend that a refrigerator could be bought from me at such and such a price. It made me mad and when she asked for another cut, I decided then and there to change price for no one. If you cut on one article, the purchaser expects the same treatment thereafter on everything else and I am sick of it. From this out they will pay the price or leave it. I mark my goods at a reasonable profit and am going to have it."

These were the words uttered by a gentleman who possesses the trade of the best citizens. And what a great truth there is in them. If an article is worth the price asked, why alter that price. Such action immediately affects the value of it in the mind of the buyer, and as this merchant states, leads to expectations for further reductions on purchases.

Not only this but such an action is not fair to other customers. "One price to all" is the only motto which will insure general satisfaction. Any deviation therefrom will surely result in injury.

The other day the same merchant remarked about a man coming in for a brace and bit and upon being told the price said he could get it at another store for so much, but would rather buy it at this store for the same money. He was informed that the price quoted was the only price acceptable.

Set a price and stick to it. If you think the article is worth it, inculcate it in your clerks and let them in turn impress it upon the buyer. There's a great deal in the way a salesman expresses himself. His sincerity can very readily be observed, and so with his insincerity.

Price the goods at a fair profit and maintain that price through all conditions. It will pay in the long run.

G. E. M. H.

A MODEL BATHROOM.

Chatham, November 9.—A good help in the plumbing business is a model bathroom shown in the store of J. C. Wanless. The bathroom occupies a small corner in the rear of the store, adjoining the office.

The floor space used is about the usual bathroom size, and is fenced on the two otherwise open sides by an iron railing. A ceiling has been put in at a height of about 6 feet from the floor, and covering the entire bathroom space, thus heightening the illusion of a bathroom.

The two walls and ceiling of this model bathroom are covered with metallic siding, thus emphasizing the value of this material for bathroom walls and ceilings. The floor is covered with linoleum, which served to attract attention to another item in proper bathroom equipment.

The bathroom itself is completely fitted out, having a large bath tub of the most approved pattern, a corner wash bowl, side wall wash bowl, sanitary appliances, etc. So complete is the equipment that the towel rack and soap dish, attached to the wall above the corner wash bowl, are both in place. There are no water connections, which is the only way in which the model differs from the actual bathroom.

It has been mentioned that a ceiling has been put in some 6 feet from the floor, for the bathroom. About 5 feet intervene between this ceiling and the actual ceiling of the store, so that on top this bathroom ceiling means a little addition to the floor space of the store. Here are kept oil barrels. They are shut off from general view on the side, however, by four rows of shelving, which also adds quite a bit to the shelving accommodation of the store. V. L.

Preparing for the Sporting Goods Winter Trade

Have Stocks Ready to Supply the Demand When it comes—Salesmen Should Study the Goods They Sell—Effective Design for Window Display—Gymnasium Supplies a Profitable Line to Push.

Merchants who have not placed their orders with the jobbers for skates, hockey sticks, gloves, guards, pucks, toboggans, sleighs, etc., should lose no time as the season is drawing rapidly near, and it is fatal to face the rush with badly assorted stocks. The value of not only being ready for the first customer, but encouraging the consumption by early displays is so apparent on the surface that it would seem impossible for a business man ever to fail to recognize the fact, and yet there are too many cases of the dealer being caught napping not only in his sporting goods but in other departments. Take time by the forelock is a motto that should be hung on every dealer's desk. It is the first element of success.

The holiday trade, too, will soon be upon the merchant. Is he prepared for it? Has he mapped out a plan of proceedings? Has he designed a few good windows that will whet the appetite of the spectators, and make the buying of the skate precede the frost, rather than the frost precede the skate. The holiday spirit will shortly be actuating the community. Buyers will be thronging the streets with monew to burn. If the merchant does not get his share then it is because he has not baited his hook properly. He has failed in his announcements, in his window displays, and in his general preparations for the great event.

Know the Goods.

In the selling of skates, hockey sticks, etc., it is important that the salesman should know something about the articles he is selling. The embryo salesman will say, "what is there to talk about in these articles?" but his more experienced confrere can soon give him a few pointers. There is the question of lightness, of strength, of speed, of peculiarities of construction, of grinding, etc. If a salesman is well posed up in these points, if he can point out to the undecided customer who wants a certain kind of skate why one will suit his purpose better than another then so much sooner is the sale completed, while the buyer is impressed with the knowledge possessed by the salesman—a very valuable advertisement to the store. A sportsman likes to have an opinion other than his own to go upon, and if the salesman can speak as one having authority it is appreciated by the former. Show the customer that an interest is taken in his purchase, that the merchant wants so to fit him out, whether it be skates, toboggans, hockey sticks, snowshoes, or skis that there shall be no dissatisfaction afterwards—in fact, display a paternal care that the customer's money is not wasted.

Good Window Display.

Good window displays at all times are imperative, and in the case of sporting goods the fact is even more insistent. Unlike many other articles sold by the hardwareman, sporting goods are not necessities, and therefore there is need of a greater call upon those factors by which trade can be encouraged. And there is nothing like a good window display to stimulate the desire for possession on the part of the spectator. Sporting goods displays possess this one great advantage that they lend themselves to effect, and it must be a very slow merchant or clerk, who cannot suggest some idea that will cause attraction.

Winter scenes are easily fixed up. For instance the following idea will show how effectively skates can be displayed. A sheet of bright pipe tin, with asbestos cement all around the edges to represent snow, place assorted sizes and designs of skates, taking care not to crowd the display. In the background make hills of cotton with small trees, and a good display is made at a small cost. This design can of course be elaborated. An open air rink can be depicted with the same material, while with an imitation fire and a hut, seats and refreshment booth, the realism can be increased. Do not wait, however, for the frost and snow to come before any display is made. Be in advance of the season, and the effect is more pronounced while the customer also is enabled to make up his mind as to the store he will visit when he wants his skates instead of running into the nearest place on the day he decides to go skating.

Interest the Clerks.

And in considering the window displays the dealer should interest his salesmen in them, and call upon them for designs and encourage them to plan and scheme. Good ideas often come from quite unexpected quarters. What is displayed in the windows represents what is sold over the counters. The people who are connected with the one are concerned in a very material way with the other. Then, there is a sympathetic connection between the two that should not be disregarded. When salesmen see a really effective display in the windows of the store in which they serve, they are at once flattered and strengthened. If they have been consulted, no matter in how slight a way, they feel in a manner that it is somehow up to them to make good. It is universally admitted that a salesman is always at his best when he thoroughly believes in, and is enthusiastic over, the article he sells. Men who are invited to assist in working up the window displays are more apt to develop this feature than their colleagues who are left to attend exclusively to the counter side of salesmanship. All helpers should be stimulated, and kept in heart, as far as practicable.

Carry Gymnastic Goods.

With the development of gymnasiums and indoor athletic clubs, there is a good field for dealers to exploit. Among the most popular goods to carry, and easiest to be placed, may be mentioned striking bags, boxing gloves, dumb bells, Indian clubs, exercisers, rowing machines, etc. All these can be had at extremely moderate prices. Even a good, practicable rowing machine, the most expensive item on the list here given, can be obtained for a few dollars. With the striking bag goes the disk. This costs but little, can be quickly put up and taken down, and requires but small space. The same remarks apply to that other popular and useful article, the exerciser. It comes in a box with charts and hooks for fixing, and the cables can be had light, medium or stout to meet all requirements; from those of the slim youth to those of the regular athelete. Then, there are gymnasium suits that are in constant request. Among other goods that there should be a call for may be mentioned gymnasium board, trapeze, swinging rings, horizontal bar, parallel bars. The apparatus for a small gymnasium, such as every live village should have, can be installed at quite a moderate outlay. There are doubtless thousands of homes, scattered all over the country, where similar outfits could be placed once a demand was created. The gymnasium cult, both institutional and at home, is worth fostering. The dealer who takes it up in a systematic way has a reasonable assurance of having the community behind him. It is good advertising in any case, and should bring money both directly and indirectly.

TRAP WINDOW DISPLAY

As a suggestion for a trap window display, the Oneida Community, Oneida, N. Y., suggest the following: Halter chains are fastened together and hung four or five feet above and across bed of window. On these are suspended assorted sizes and brands of traps you have in stock. A few cat-tails or rushes are arranged in bunches, tacked against the sash, and a tree or two placed at sides against the wall. Make the base of window uneven with crumpled soft paper, shavings or sawdust, so as to give a rough surface when completed. The rear of the window should be 6 to 10 inches higher than the front. At the side a small case is built out and covered with cotton batting to represent a miniature hill. Dirt and dead grass, or rushes, are glued to the inside of the stovepipe and inserted in the side of the miniature hill to give the appearance of a muskrat hole. In the front of the

window lay bright tin and cover with rough glass to represent ice. However, if this is not convenient, a large mirror or plain window glass (with tin underneath), treated to a saturated solution of Epsom Salts and vinegar will answer the purpose. This solution will crystallize in drying, giving a frosted effect. In the rear of the window make a fence corner from a post 3 x 3 inches, about 3½ feet high, and rough boards or box stuff about 4 inches wide and long enough to be in proportion to the rest of the window. These are stained dark to present a weathered appearance, and the boards lettered in white giving current fur prices, which you will find on one of the display cards sent under sparate cover. Cover the side, back and surface of the window with cotton batting and fasten small spruce, cedar, or any evergreen trees at back and side, placing a few broken twigs around on the surface. Place a small log and two of three stones in front of fence, covering the top lightly with cotton batting. This should also be done to the fence boards and post. Make a trail of sand or earth from the muskrat hole to the edge of the ice. Place a mounted squirrel in one of the trees and a muskrat or coon on the log. Sprinkle diamond dust over all to represent frost, and place display cards where they will show to best advantage.

NEW MARLIN SHOTGUN.

One of the most interesting gun items of the trade from the dealer's viewpoint, is the new Marlin repeating shotgun, Model 26. It is made in three styles: For trap shooting, the brush gun and the riot gun. It is a 12 gauge repeater, with the solid top frame, side ejector and closed-in breechbolt. The gun lists at $21, and can be retailed at $19.50. with an excellent profit for the dealer.

DON'T GET COLD FEET.

Many cold winter months are coming and it will be necessary to find means by which to keep warm when riding in carriages, buggies or sleighs. The old method of using bricks for this purpose has become obsolete because they do not retain the heat for any considerable distance and are therefore very unsatisfactory. Cases may be mentioned where women though wrapped up as much as possible, became so chilled when driving as to contract diseases from which they died.

The Chicago Flexible Shaft Company, makes a heater which consists of twelve cakes of carbon which burn without flame, smoke or smell, thus rendering the apparatus safe. It is small, being only a foot long, and is practicably indestructible as it is made of strong metal. These heaters are useful novelties and merchants who sell them not only directly add to their incomes, but generate a friendly feeling on the part of customers.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

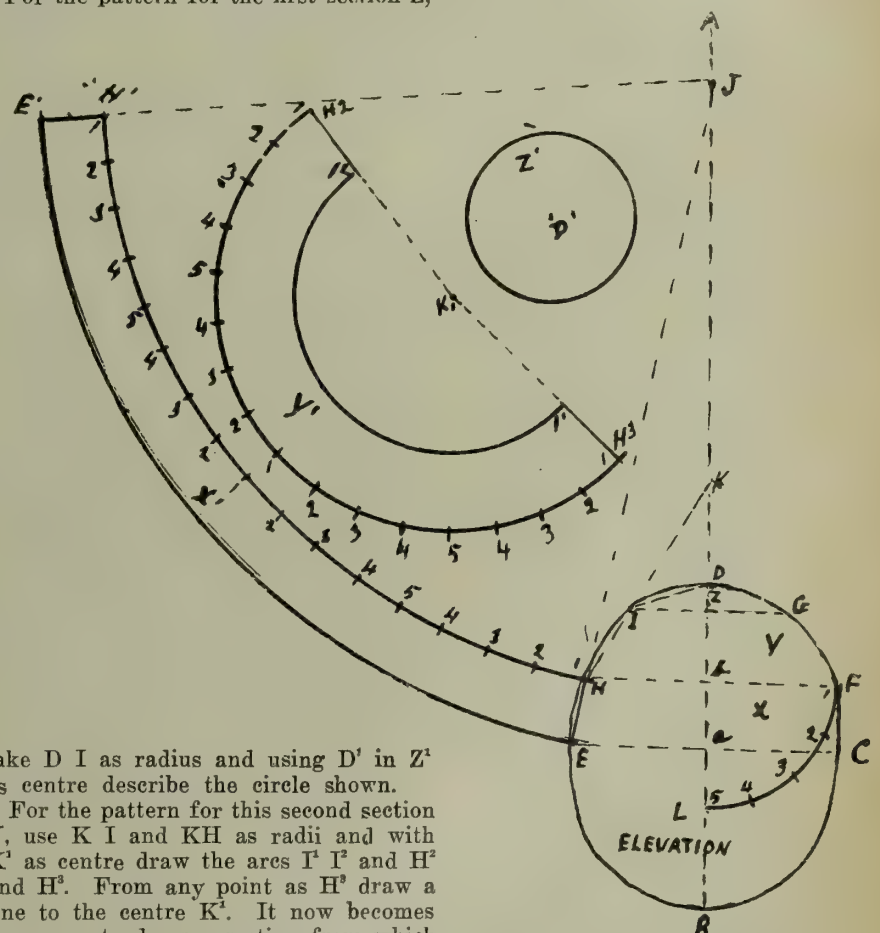
To describe a pattern for a sphere or ball, which is to be constructed of horizontal sections. First draw the line A B on which, using A as centre, describe the elevation of the sphere B C D E. Divide the quarter-circle D C into as many spaces as the sphere is to have sections as shown by C F G D. From these points draw horizontal lines through the elevation as shown by C E F H and G I. Now from the extreme points as E. H, H I and I D draw lines intersecting the centre line B A at J K and D.

For the pattern for the first section Z, take D I as radius and using D' in Z^1 as centre describe the circle shown.

For the pattern for this second section Y, use K I and KH as radii and with K^1 as centre draw the arcs I^1 I^2 and H^2 and H^3. From any point as H^3 draw a line to the centre K^1. It now becomes necessary to draw a section from which the true length of the pattern can be obtained. Therefore with B F as radius describe the quarter circle F L and divide it into equal spaces as shown by figures 1-5. Let the dividers be equal to one of these spaces and starting at H^3 on the outer arc in Y mark off four times the amount contained in the quarter section F L, as shown, from 1 to 5 to 1 to 5 to I in Y^1. From H^2 draw a line to K^1. Then will H^2 I^2 I^1 H^3 be the pattern for the section Y in elevation.

For the pattern for the third section, use J as centre and with radii equal to E E^1. Now set your dividers equal to one of the equal spaces in F L and starting from H set off four times the amount of L F, as shown, from 1 to 5 to 1 to 5 to 1 on the inner curve H H^1. From to K^1. Then will H^2 I^2 I^1 H^3 be the J H and J E draw the arcs H H^1 and the apex J through H^1 draw a line intersecting the outer curve at E^1. E E^1 H^1 H shows the pattern for the centre section.

It will be noticed in the pattern X^1 we space off on the inner curve, while in the pattern Y^1 we space off on the outer curve. These two curves must contain the same amount of material as they join together when the ball is raised.



Pattern for a Sphere.

This will form the pattern for sections of one half the sphere. The other half is obtained in similar manner.

Edges must be allowed.

W. M. M.

The first regular train service was inaugurated on October 14 on the Hudson's Bay line of the C.N.R. This service will be weekly from Hudson's Bay Junction to the Pas Mission, the present end of the steel, which is 90 miles north of Prince Albert.

HARDWARE AND METAL

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MAKE YOUR COLLECTIONS NOW.

This year's harvest has been a bountiful one. The farmers have money, and that means that there is money in circulation through all the channels of business.

Now is the time for the merchant to collect what is due for merchandise supplied on account. There are many demands upon the farmer and the laborer for his money after the harvest and if the merchant is to secure what is rightfully due him he must go after his money and see that he gets it.

Every merchant should get his credit accounts checked and posted up to date without delay. If he has notes on account due, he should present them for payment and insist upon a settlement. If he has merely outstanding credit accounts on his books, now is the time for him to see that his collections are made.

KEEPING HOLIDAY TRADE AT HOME.

It is the problem of the business interests of every small town to keep trade at home. This is true at all times of the year, but particularly so in the holiday buying season when shoppers are looking for Christmas gifts.

There is a large percentage of the cheaper class of trade that can be kept at home, but those why buy the better class of goods are not content, oftimes, to shop in the small town but make trips to nearby cities where stores are larger and stocks more extensive.

Merchants in the smaller towns can keep some of this trade at home, by stocking with a better class of goods, doing more advertising and assuring customers that they can obtain just as good goods and better values by shopping at home. Many people must be "shown" and the merchant must do this, first, by having the right kind of goods, and, second, by advertising the fact.

Holiday trade is well worth striving for, and the merchants of every live town should get together and adopt some plan for advertising their own town to their own people, to keep them at home during the Christmas shopping days.

A plan suggested by the Hardware Trade, that might be feasible is for a number of the leading merchants in a town to unite in the publication of a circular enumerating some of the better things in merchandise that can be obtained right at home. Further than this the merchants must make their stores attractive, must decorate their show windows and do all of the advertising that they can afford.

TAKE TIME TO READ.

"I have no time to read." This is an expression familiar to trade paper canvassers, and if it were as well understood by those who make use of it, as it is by canvassers it would not so frequently be expressed. Instead of being an excuse for not subscribing for a paper that will benefit the merchant, it is an admission of neglect to do what every business man is expected to do.

Trade papers are busily engaged in searching for new and progressive ideas, and are bringing the best that can be found to the attention of their readers who are continually making use of them.

A young man recently bought a business of which he has little knowledge. He has not the least inclination to read and therefore has little chance to learn. He is consequently not making headway and cannot understand what is the matter.

Another young man started under similar conditions, but he caught on to the idea that knowledge is the source of success. He devotes certain hours every week to the reading of trade literature, and he claims that his success, to a large extent, is due to the valuable information he obtains in that way. If a man has no taste for reading he should cultivate it ; in fact should make himself read, and he will soon acquire a habit that will be beneficial to him. The man who does not read must not forget that others read him, and they soon find out that he is narrow in his views and selfish in his dealings.

It is time well spent for a merchant to look at other stores in order to get improved ideas, but what is that compared with the knowledge he can gather from his trade paper, which is on the lookout for the best systems and methods all over the world, and which are gathered up and brought right to his counter every week for his own benefit and at his leisure.

No time to read! A merchant might as well say that he had no time to eat.

SELL WHOLE-HEARTEDLY.

Do you really believe that you pay sufficient attention to the art of salesmanship in your daily transactions ?

Too many merchants take it for granted that their customers come into the store to purchase certain things, and when supplied with those articles or their equivalent, there is no necessity for any further effort to sell some other commodity.

A writer who takes a keen interest in the art of salesmanship as practised by the retail merchants, states in an exchange, that he has been making trips to various stores in his home city recently, buying small articles, one at a place, solely for the purpose of studying the methods of salesmen. They are pitifully wanting. In ten stores visited only one salesman made any real, whole-hearted effort to sell goods not asked for. We did not resist his blandishments, but bought several additional articles. By eight of the others the article requested was produced and wrapped up, the change given, and that ended the transaction. In the ninth the salesman inquired in a perfunctory manner, "Is there anything more ?" There is need for a stirring up in stores among the salesmen. This is not the way to make a record as a clerk, nor is it the way which leads to promotion and independence. Not one of the ten was rude or discourteous. Not one showed neglect. But only one made a real effort to interest the buyer in other goods. He did it in an intelligent manner.

REPORTS OF TRADE GATHERINGS.

During the holiday season many manufacturers and jobbers call their salesmen together for annual conferences and in addition to going over matters directly interesting only those connected with the staff, there are social and educational features at which points are brought out which are of value to the retail trade.

Recognizing this fact one large manufacturing concern invited Hardware and Metal to send a representative to some of the meetings of its staff of salesmen held last week, a report of which is given on another page.

Hardware and Metal is at the service of the trade and whenever similar gatherings are held in any part of Canada a member of the editorial staff will attend if notice is given of the meetings at which matters of general interest will be discussed.

MANUFACTURERS REPORT NO SCARCITY IN STOVES

A canvass of the stove manufacturers of Canada indicates that there is little reason to the cry of scarcity raised a week or so ago. It is true that stocks of some styles of stoves have been depleted, and there have been considerable delays experienced in making deliveries of these good to customers. In most cases, however, the delays reported, which gave rise to rumors of a shortage, are the result of late buying and the inability of the railroad companies to give prompt and satisfactory service at this season when every effort is being made to move grain out of the western provinces, and ship in as much merchandise as possible before the rivers freeze up and navigation closes.

The cry of a shortage first came from the United States, but an Ontario stove manufacturer, who has just returned from across the line, states that the situation there is similar to that existing in Canada—there has been a good normal trade, and the demand is expected to continue until after the holidays, but the manufacturers have forecasted the trade very well and will be well able to supply all the stocks required.

Another stove manufacturer, who returned to Toronto this week from the Pacific coast, states that the trade in the western provinces has been good, but not sufficient to empty the warehouses at the various shipping centres. The bulk of the western trade is over and there will be little difficulty in supplying future orders.

The following are a few extracts from letters received from the foundrymen in various parts of the country:

"Most of the Winnipeg firms were cramped slightly during the past month or more, but they have been able to take care of the trade. Merchants had stock left over from 1908 and they were not sure of the trade for 1909 until the crops were in. Then the harvest was so large and the price of wheat so high that the demand for a greater percentage of the best grade of goods has been particularly noticeable, and there has been a slight shortage in some quarters for the better class of goods. There has been delays in marketing shipments, but this does not indicate that the manufacturer is short of stock."

"So far as we are concerned, we have had a very good demand in stoves and ranges this fall. Considering the fact, however, that a number of the other manufacturers were shut down for a long period, the shortage has not been so great as we expected. We think our competitors have been able to fill their orders fairly well, as we have had no demand to speak of, outside of our regular customers. Stocks in the hands of the retail trade will be found to be very much reduced by the end of this month, and htey will carry very few over. The retail trade in Toronto and Montreal seems to be getting into the hands of the departmental stores and weekly-payment houses, to the prejudice of the regular hardware and tinsmith trade. This is one of the tendencies of the times which cannot be avoided. Difficulties, however, crop up, in consequence of their buying large quantities, and selling at very close margins."

"Our own stock is quite depleted and we are short in nearly all lines. Of course, this is attributable to our strike this summer, but also rises through the heavy demand in the country."

"We have had an exceptionally good demand this fall, and have been somewhat behind, but hope to be able to handle orders from now on as fast as they come in."

"We are experiencing a very good fall trade, but are not looking forward to any shortage, as we are getting over our rush. No doubt, with the cold weather, there will be a revival of the stove trade in Ontario. We are in a very fair position to take care of all the stove business expected. No doubt, some of the other stove foundries who have not been running steadily throughout the year, will not be able to fill all their orders."

"The demand for stoves and ranges is better than last year, but not at all equal to 1907, and cannot be considered heavy. Customers had considerable stock to begin with and we, therefore, think orders will not slack off as soon as usual, but will continue through December and January. We have been running steadily and have filled all orders so far, and notwithstanding the troubles with the molders, which has existed since last January, we think we will be able to supply all demands for the rest of the season with a fair degree of promptness. As to the demand from the west, we are not worrying and will give the preference to Ontario and eastern orders. The western business is unprofitable, owing to United States competition, against which there is no adequate protection. If the Government could be induced to put 10 per cent. extra duty on stoves we could double our output."

"In our opinion there should be no shortage of stoves this year. The big rush is now over, and while it is natural that the manufacturers' stocks should be pretty well depleted, the daily output of most of the factories should be equal to the demand for the balance of the season. The dealers, as a rule, of late years have not been placing their orders until the stove season is practically on, when all pour in their orders and want their goods at once. The manufacturers have the stock, but neither they nor the railways have the facilities to move in a day or two the goods that they should have been distributing to the trade two months earlier. These conditions give the trade the idea that there is a shortage of stoves, when the real fact of the case is that it is simply a congestion of business piled on to the manufacturers and railway companies, and brought about by the dealers not ordering their goods until the rush is on."

"We provided ourselves with a large stock, expecting a good rush this fall, and our expectations have been fulfilled up to the present. We expect to be able to fill all of our orders. However, this is the busiest season we have had for years. We expect that the demand will still increase, as our new lines, which you displayed in the Stove Number of Hardware and Metal, are taking well with the trade."

"The demand this year is considerably greater for goods than our estimates, consequently, it is not possible to fill orders with dispatch and there are many lines which it would not be possible for us to furnish for the balance of the year, owing to the increased business."

"Up to the present, we have experienced a large demand for stoves, ranges and heaters. Our stock is still very good and we do not expect to experience a shortage."

"As far as our observation goes, the manufacturers of stoves and ranges in the Maritime Provinces, ourselves included, have fairly large stocks on hand at the present time. The trade this season has not been particularly good, especially in heating stoves, which we attribute largely to the fact that the weather has been extremely warm for this time of year."

The statements made by the various manufacturers are conservative and good sense has been shown in giving a negative reply to the rumors of shortages in stock. To cry "wolf" when there is no wolf, would only react upon the trade and have a detrimental effect upon the ordering of goods next fall.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Scrap Metal—Advance of $1 in wrought iron and steel.

Turpentine—Cut of 2c.

MONTREAL.

November 12.—Trade has been very good this week, and the rush usually existing at this time of the year owing to the close of navigation is very noticeable. The volume of business may decline after November, but if it continues at present strength will be exceedingly gratifying to the jobbers. Good consignments of galvanized sheets, black sheets, tin, copper, and spelter have been dispatched or are awaiting shipment, and the tone of the markets is very firm.

No change in prices is reported, although the greater strength in the primary markets in tin and copper has influenced local conditions, and jobbing prices on these metals may advance at any moment. Spelter is very firm, but the market has not advanced.

Customers are taking more interest in the market, and the better tone in copper should bring in a lot of inquiries. Stocks are light, and as soon as users fancy the market looks likely to soar at all they will be keener on their future requirements. The strong tone in iron and steel in the States continues to be reflected here, and Canadian furnaces and mills are not looking for orders.

Heavy consignments of imported pig are expected by the last boats, and ex-store prices will soon be in force. Bookings have been made for next spring delivery, but holders are not anxious to take contracts, as much higher markets are anticipated.

PIG IRON—The close of the import season so far as Montreal is concerned is near at hand, and ex-store prices will soon be ruling. Heavy consignments are expected by the last boats, especially for warehouse purposes. The market is firm. Canadian furnaces are still full up, and not anxious for orders. Prices keep around $20 for No. 2 foundry iron at foundry, and $20.50 for No. 1. New business has let up in the States, but the pressure of old orders is still very great and the furnaces and mills have more on their books than they can comfortably handle. We quote: Middlesboro No. 3, $19; Summerlee No. 2, $20.50; Cleveland, $19.75.

TIN — With good orders coming in there has been a healthy tone to the local tin market, and jobbing prices have been firm at 32½. Inquiries show that a good deal of interest is being taken in the market. Higher prices have been ruling in London, due in part to the better copper situation, but with the Banca sale this month tin is uncertain. Consumption keeps good in the States.

COPPER—Jobbing prices are firm at 14c, and with the better tone in the primary markets an advance seems likely. The demand has been active, and with little stocks held, the situation is very healthy. The stronger tone in the primary markets, noticed in our issue last week, continues, and copper is over ¼c higher. The English market seems to have become speculative over conditions in the States, and the heavier buying in London in turn aroused excitement in New York with the result that consumers were more interested again, and the inquiry for copper became more decided in tone. Rumors of impending large consuming orders are circulating. Talk of consolidation and combination in the producing trade is responsible for much of the improved feeling.

SPELTER — Spelter is unchanged in price, but very firm. Heavy consignments have gone by boat, and the larger galvanizing interests are still buying well. Spring delivery in galvanized sheets have been contracted for. The St. Louis market remains at a high figure, and there is no recession in English prices. There has been some importation of foreign spelter into the American field which is causing much discussion, as the home price is still below imported figures.

LEAD—Lead is unchanged at $3.60 with Trail $3.50. The market has shown better buying in common with the other metals. The English market has been weak again, and fell below the £13 mark, the first time since September.

SCRAP MARKET — There has been a considerable movement to the States in wrought iron and steel where higher prices have been ruling than here. Consequently prices in wrought iron and miscellaneous steel have been marked up $1. There has been a good demand for cast scrap from Ontario probably to fill the gap caused by the movement into the States. There has been a good local inquiry for zinc, but the other lines have been quiet. We quote: Heavy copper and wire, 11c; light copper bottoms, 10c heavy red brass, 10c; heavy yellow brass, 8c; light brass, 6¼c; tea lead, 2¼c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, 12c; machinery cast scrap, No. 1, $14; stove plate, $12; Malleable, $9; miscellaneous steel, $7.

TORONTO.

November 12.—Iron and steel continue to be the most interesting metals, though copper-buying has been good all week. There is not a single change recorded in any quotations, and the market is firm. Trading on the whole while it might show more improvement is fair, buying being quite steady.

The steel industry is active, as good as at any former period. Railways are buying more freely for new work and extensions, and the growth of traffic has helped on the building of rolling stock. Structural beams, too, are active, the large number of new buildings going up in the larger centres being at the record mark.

PIG IRON—The situation is unchanged. Booking for 1910 continues. Dealers are satisfied to put off delivery of supplies as stocks are low, and it is difficult to obtain any quantity for immediate use. All Canadian prices are firm, and domestic producers are loaded up with orders. No. 2 Canadian foundry is still quoted at $22 f.o.b., Toronto. The local prices for imported iron are: Clarence and Middlesboro No. 3, $21; Summerlee, No. 2, $23; and No. 1 Cleveland, $21.75.

COPPER—The passing week is one of the best buying weeks copper has seen for months. The market is firm, though with the large stocks on hand there has been no advance. Outside markets report a slight tightening. Local quotations remain at 14c and 14½c for lake and casting ingots.

SPELTER—Very firm and active is spelter, which is not a new condition for this metal, as it has been one of the steadiest since the opening of the year. The higher quotation of last week holds. Hundred pound lots are at $6. Sheet zinc ranges from $6.75 to $7.

SHEETS AND PLATES—Stocks are getting light again. Sales this fall have been enormous, and even yet trade holds good. The market is firm, with unchanged prices ruling.

LEAD—Rather erratic trading is going on outside, but locally conditions and prices are unchanged from last week. Buying continues in small orders as the metal is wanted for immediate use. Stocks are large. Imported and domestic are at $3.65 and $3.55 respectively.

TIN—Quiet trading is being done. The market is still firm, and the quotation of last week, 32½c, continues to rule.

OLD MATERIALS—There is a further strengthening to old metals due to higher prices asked and offered outside. Dealers in Toronto have not altered their offerings, however. For heavy copper wire 11¼c is offered; for copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubber, 9c.

COKE OVENS AT THE SOO.

A contract for the erection of a coke oven plant, to cost $200,000, is reported to be about completed by L. N. Willputte, chief engineer of the Kopper Coke Oven Co., with the Lake Superior Corporation at the Soo. The plant will be operated in conjunction with the steel mill. General manager, W. C. Franz of the Lake Superior Corporation confirmed the report.

HARDWARE MARKETS

MONTREAL.

November 12.—Orders are coming in steadily for general assorted lines. The movement perhaps is not quite so brisk as it was, but the volume of trade is satisfactory, and jobbers are pleased with the shipping. No changes in quotations are announced, although there is a general firmness all the way round, and it is impossible to be certain as to which line will be the next to advance. Cotton goods are very firm, while, of course, the rubber market continues to point to an increase in associated goods.

Christmas lines are now moving splendidly. Carvers in cases table cutlery, pocket knives, shaving sets, ordinary and safety razors are in strong demand, while brass lines are also prominent. There is a very good movement in all Christmas lines, and dealers seem to be anticipating a strong consuming demand. Lumbermen's supplies are prominent, and so are nails, and bolts and nuts. The rush in building before the snow comes has stimulated builders' hardware. Colder weather would help the sale of snow shovels and stoves and ranges, although in the latter lines the demand is very good.

BUILDERS' HARDWARE—Builders' hardware shows stimulation due to the rush in building before the snow comes. Good orders for the last boats have also been received. Sash cords are firm, and the recent advance does not seem to have affected the demand. No further changes are announced, and we quote: Lock sets (inside), $4 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES—Good assorted orders are coming in for weather strip, sleigh bells, horse blankets, and cow ties. Colder weather would no doubt stimulate general sorting up orders. Household lines are selling well especially carpet sweepers, wringers, washers, mops, clothes baskets, and brooms. The strength in cotton goods has not checked the demand, and good orders have come in for rope and clothes lines. Enamelware is selling well, and tinware keeps a steady selling gait.

CUTLERY AND SILVERWARE—Cutlery is one of the most prominent movers. Good assorted orders for lines suitable for the Christmas trade are being received, and some difficulty may be experienced later on in filling all requirements. Table cutlery, spoons, ordinary and safety razors, shaving sets, manicure sets, and cut glass lines are prominent movers. Travellers report a stronger movement on the part of dealers to look after the holiday trade.

SPORTING GOODS—There is now a good movement in skates and hockey sticks and jobbers stocks are showing the inroads made upon them. Guns and ammunition are in quiet demand although there is a fair movement. Air guns and revolvers for indoor shooting are showing strength. Snowshoes, toboggans and skis are moving, while there is a better call for gymnastic lines.

MINERS' SUPPLIES—Picks, powder and hammers are the best movers, but the demand generally has quieted down. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—There is a strong demand still showing, and the market is in very good shape. Prices are firm, and unchanged. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS—Good consignments are going out by the last boats, and the demand generally is very satisfactory. The market is firm and dealers had better watch the situation carefully. We quote wire nails $2.25 base, cut nails $2.40.

SCREWS—The market is steady and unchanged. The demand is very good for the most common sizes. We quote: 85 and 10 off for flat and round head bright; 75 and 10 off for flat head brass, and 70 and 10 for round head brass.

LUMBERMEN'S SUPPLIES—Camp goods are in active demand, and an encouraging movement in lumbering operations is reported. Cross cut saws and axes are in strong demand, and the other lines are showing better strength. We quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades, 43c per foot and up; axe wedges, 25c a doz. and up.

SHOVELS—Colder weather would stimulate the movement in snow shovels. Other lines are somewhat slower, although fair orders are reported at unchanged prices. We quote: First and second grade of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

WIRE—There is no changes in the wire situation, and trade is quiet. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galv., $2.85.

TORONTO.

November 12.—Hardware trading this week has eased off somewhat. Builders' hardware and seasonable lines for stocking-up being the principal goods moving. The spring-like weather of the past few days has not induced buying, but rather deferred the placing of some orders.

Booking for next summer's wire cloth, lawn mowers, poultry netting and garden hose still goes on, but many hardwaremen are now pretty well supplied for next season's trade. Prices ruling are on about the same level as past season's quotations. Rubber hose, though, may go higher owing to the enhanced value of crude rubber. Raw rubber has increased from 75 to 100 per cent. since last season's crop, and the finished rubber is now $2.20 per pound, against $1.35 last year. Rubber footwear makers have advanced their wares 25 per cent., and it is not unreasonable to think that a corresponding increase will be made in the price of garden hose.

BUILDERS' HARDWARE—As the season advances there is a general increase of activity among builders who are seeking the immediate filling of their orders. This makes trading as brisk as at any time during the season. Not that the building trade is so brisk as in the midsummer days, but because manufacturers, jobbers and hardwaremen have been up to now two months behind in filling orders is this department kept on the move. Locks, bells, boxes, pulls, etc., are the most wantable lines. Mechanics' tools, too, are particularly active, and this week has seen an impetus given to sales of tools, especially carpenters' tools.

SEASONABLE LINES—Shelf hardware and an immense variety of hardware articles are going out in orders plentiful enough but calling for small quantities of goods. These are for replenishing depleted stocks. Some early winter goods are also moving, but the fine weather has not been provocative of big business in this line.

HEATING AND LIGHTING GOODS—Stoves, ranges and furnaces are still the go and it seems almost impossible to stop the demand. This fall has been one of the best stove-selling seasons in the history of the country. Lamps and supplies are fairly active, with some inquiry for fancy varieties.

HOUSEHOLD GOODS—House-cleaning and kitchen goods are steadily active, with no particular line pressing.

CUTLERY AND SILVERWARE—Cutlery orders are very good. The better grades of steel knives are asked for, not only for the holiday season, but for the regular trade. In silverware, spoons are better in demand than any other single line.

SPORTING GOODS—The out-of-doors sports are out of season and sales have been slow. In counting up the business in guns and rifles, one prominent local hardwareman said it was the best season he ever had. Gymnasium outfits and single articles are the sporting goods now selling, though skates, hockey sticks, tobogans, etc., are ready for the ice when winter makes its appearance.

HEAVY GOODS—Structural beams are especially active in Toronto, where are being erected a number of huge structures. Rods, pipe and bars are steady. Wire nails are at top notch in sales, and screws are equally fine in demand.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Refrigerators and Screens.—A pictorial representation of the company's new factory and office at Paris forms the frontispiece of the 1910 catalogue of The Sanderson-Harold Co., makers of screen doors, window screens, refrigerators, etc. It will be remembered that the company's factory was destroyed last Christmas eve; and now on the site has been erected a larger and more modern structure. In refrigerators Sanderson-Harold make a number of sizes and grades, prominent among them are their "Imperial," "Royal Oak" and "Opalite." These refrigerators are built of solid ash and solid oak with a golden finish. Some are lined with galvanized steel; others with white enamel. The trimmings may be in polished gold or nickeled brass; and every chest is guaranteed. In screens the catalogue illustrates eight styles of doors and two of windows. The construction of these goods is especially looked after. The lumber is carefully selected, the wire cloth is the best that can be procured, and the finish is a durable one.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Canvas Gloves.—"Subscriber," asks what firms make canvas gloves.

The B. B. Glove and Mitt Co., Beebee Plains Que., and J. H. Kerr & Co., Brantford.—Editor.

Express Wagons.—J. T. Locke, Corrunna, Ont., asks what firms manufacture baby carriages, boys' wagons, etc.

Gendron Manufacturing Co., Toronto, and Woodstock Wagon Co., Woodstock. —Editor.

Wood Ashes—A. W. Humphries, Parkhill, asks if any firm purchases wood ashes.

We know of no buyer of this commodity, soap makers having found a cheaper and better material for their use.—Editor.

Stove Repairs. — R. Ross, Listowel, asks where repairs for stoves formerly made by Copp Bros., Hamilton, can be secured.

From Jones Bros., Bracondale, Toronto.—Editor.

Prism Glass in Walks.—J. W. Rorke, Norwood, asks what firms make prismatic glass for insertion in iron frames in cement walks.

Hobbs Manufacturing Company, London and Toronto.—Editor.

HARDWARE TRADE GOSSIP

Ontario.

Geo. H. Trott has sold his hardware business at Bothwell to Dent Brothers.

The Sarnia Stove Store at Sarnia have added a pipe-fitting department to their business.

H. A. Gunn, of H. S. Howland, Sons & Co., Toronto, was laid up with a slight illness during the early part of the week.

Ingram & Davey, St. Thomas, have been awarded the contract for the metal work on the Grace Methodist Church at that place.

A. Adams, Calgary, representing Wood, Vallance & Co., in the western provinces and at the coast, is spending a few days in Toronto this week.

Chairman Niven, of the Board of Health, is working on plans for the installation of a garbage system for London., Ont., to cost approximately $30,000. This should mean something for the London hardware trade in the handling of garbage cans.

The insolvent estate of S. A. Crawford, hardware merchant, St. Thomas, will pay fifty cents on the dollar on the ordinary claims, amounting to $19,095, as well as a preferred liability of $313.75, besides allowing for the costs of winding up the estate. The stock realized $13,918.10, and the store $725.68.

At a recent meeting held in Wingham, Ont., directors of the Western Foundry Co. were elected as follows: T. A. Mills, J. J. Cunningham, R. Vanstone, J. A. McLean and W. D. Varey. Mr. Mills was elected as president and the stock held by Dr. Allen, of Toronto, was transferred to Mr. Mills and other Winghamites. The Western Foundry Co. is considering the enlargement of the plant.

On Saturday evening the office and sales staff of the Pease Foundry Co., Toronto, gave a complimentary dinner in the St. Charles cafe to T. B. Medforth, who has been their accountant for a number of years, and who has accepted a position with a trust company in Vancouver. A pleasant feature of the evening was the presentation to Mr. Medforth of a case of pipes.

Edward Gurney and E. Holt Gurney, president and sales manager of the Gurney Foundry Co., Toronto, returned on Wednesday from a month's trip to the Pacific coast. They report a good normal trade being done, with no prospective shortages in stocks of heating apparatus. The announcement of the proposed establishment of a branch foundry at New Westminster they characterize as premature.

Quebec.

J. A. Wright, Sorel, Que., has been on a business visit to Montreal.

E. C. McCoy, Huntingdon, Que., has been calling on the Montreal hardware trade.

C. D. Ten Eyck, of the American Fork & Hoe Co., is spending a few days in Montreal, on his way east.

D. Freeland, of James Eadie & Sons, Clydesdale Tube Works, Rutherglen, near Glasgow, has been on a visit to Montreal.

Edmond Stanley, of the Ontario Wind Engine & Pump Co., Toronto, was a caller at the Montreal office of Hardware and Metal.

The Montreal Steel Works have purchased a large property in Longue Pointe, with the view of erecting a large plant at an early date.

Willis Mitchell, of James Courtland & Sons, Birmingham, Eng., who has been making a trip through the country from coast to coast, has left for home. He reported business as being exceedingly good.

The Rock Island Tool Co. has been taken over by the Rock Island Manufacturing Co. The business has been reorganized, and Harry Roper, of Montreal, has been appointed agent for the new company.

H. K. S. Hemming, of the Auto-Strop Safety Razor Company of Canada, Montreal, has offered a $100 trophy for the best essay on the "Pleasures of a Canadian Winter," in connection with the winter carnival movement in Montreal.

One of the reasons for the recent advance in the prices of chain quoted by the Standard Chain Co., Pittsburg, was the 5 per cent. increase in wages to the employes of the company, to be followed by another 5 per cent. at the beginning of the new year.

John Warden Paterson, president of the Paterson Mfg. Co., Montreal, Toronto, Winnipeg and Vancouver, died at the residence of his brother, Alex. J. Paterson, Mobile, Ala., where he with his wife were visiting prior to spending the winter at Pasadena, Cal.

The Valleyfield Manufacturing Company have erected a large concrete building alongside the G.T.R. track, at Valleyfield, Que., and are now manufacturing stoves and ranges, and intend to manufacture iron beds. Mr. Howard, formerly of Morrisburg, is the manager.

West.

Tenders are being called for the sheet metal roofing of the asylum buildings at Ponoka, Alta.

Lauder & Co., hardwaremen and lumber dealers, Elphinstone, Man., have changed the firm name to Leo. G. P. Lauder.

Thos. Smith, of Keyes, Man., left for Ireland last week, after a sojourn of five years in this country. He returns home to enter hardware business with his father in Felfast.

C. T. Laird, who for nearly five years past has conducted a hardware business at Indian Head, will shortly open up in the same line of business in Regina, having secured premises for that purpose.

S. A. Clark Limited, Saskatoon, have decided to discontinue business and have placed their $35,000 stock in the hands of The Fvely Sales Co., of Vancouver and Calgary, who will sell off the stock of stoves, hardware goods and ammunition and all tinware.

Trade Gossip from Canada's Eastern Provinces

New Manufacturing and Wholesale House at St. John—Another New Industry May Locate at St. John—Serious Delays in Delivery of Goods Complained of by Halifax Merchants—Change in Montreal Varnish Firm.

ST. JOHN.

Nov. 10.—There is a prospect of St. John getting another new industry. At a meeting of the city council held on Friday a communication was received from Kennedy Stinson, manager of the Stinson-Reeb Builders' Supply Company, Montreal, which deals in bricks, lime, etc., asking for a sixty days' option of a number of lots owned by the city and situated in Lancaster. Mr. Stinson asks the city to name the lowest figure for the sale of the lots. It is not stated what the property is wanted for but as there is considerable lime stone, as well as an old lime kiln on the property it believed that manufacturing along this line is contemplated. The city had practically agreed to lease the lots asked for, to the David Craig Co., for their cement industry but the lease has not yet been signed. The matter is being considered.

The aids to navigation committee of the board of trade is to meet soon to discuss matters connected with lights and buoys in the Bay of Fundy and it is stated they will urge on the government the advisability of having a repair yard here, where buoys of all kinds can be quickly repaired.

Gideon Hevenor, G. N. Hevenor, Miss Alice E. Hevenor, Mrs. A. E. Hevenor, of St. John, and B. F. Hevenor, of Toronto, are applying for incorporation as G. Hevenor, Limited, to take over and carry on the business of manufacturing and dealing in copper, brass, lead and iron in all its branches, now carried on by G. Hevenor. The application also sets forth that the firm shall carry on a wholesale and retail hardware business, plumbing supplies, roofing, electro and band plating business. The capital stock is $24,000.

The St. John Railway Company is remodelling their office building on Union Street and will convert the entire ground floor into a showroom for electric light and gas fixtures and gas stoves and accessories.

W. E. H.

HALIFAX.

November 8.—Halifax hardware dealers are complaining of the delay in the delivery of goods. The complaint is general, both as to the manufacturers in Canada and the United States. This refers particularly to shelf goods. Some of the dealers ordered goods over a month ago, and up to the present they have not received them, nor any advice of them. The delay in the forwarding of these goods seriously handicaps the dealers just at this season of the year when they have to make shipments to the outports before the close of navigation, and the orders for which are already in hand. In some cases goods bought on the other side of the Atlantic can be delievered here quicker than if they were purchased in Canada or the United States. The manufacturers may be rushed with orders, but the dealers think that they should be able to forward the goods within a month or six weeks, at least.

Business is reported good throughout the province, and the prospects are excellent for a continuance. Collections are satisfactory and in some sections they have improved considerably of late. All the large manufacturing plants are working to their capacity, and they have a good supply of orders on hand, sufficient to keep them busy until the end of the year at least.

The coming winter promises to be a busy one in the colliery districts in Cape Breton. The Dominion Coal Co. intend to operate their mines through the whole season to their fullest capacity, and they hope to bank half a million tons of coal. During past winters the company has closed down some of its collieries, and others have been worked only half-time. This decision of the company will make business brisk in the mining districts of Cape Breton.

The Malleable Iron Works at Amherst are again in operation, and are giving employment to forty men. It is possible that the staff may be increased in the near future.

J. H.

MONTREAL.

November 11.—The Dougall Varnish Co., successors to McCaskill, Dougall & Co., Montreal, has formed an alliance with the Murphy Varnish Co., of Newark, N.J., for the purpose of enlarging its business in certain directions. Mr. Dougall retains his interest in the business and will remain its president and managing-director.

The Murphy Varnish Co. has acquired the stock of certain other stockholders and will, associated with Mr. Dougall, enter actively into the development of the Dougall Varnish Co.'s business. The railway and carriage varnishes manufactured by the Dougall Varnish Co., are well know throughout Canada, and will be improved where possible. The company will also furnish their formulas and processes, for piano, fine cabinet and architectural varnishes, and these will be made in Montreal in future.

Bernard J. Coghlin, head of the firm of B. J. Coghlin & Co., hardware merchants, St. Paul Street, Montreal, died suddenly on Wednesday morning from heart failure, at the age of 73.

Mr. Coghlin was born in Ireland and commenced his commercial career in Sheffield, England, entering the firm of Hunter & Co., steel and iron manufacturers, where he remained untid 1868. In that year he came to Montreal, but retained his Sheffield connection. He began business at once on his own account as a hardware, steel and iron merchant, and son built up a flourishing trade. He extended it by becoming a manufacturer of railway supplies, such as springs and axles.

He was at one time sole representative for Canada of the White Star Line, and was connected with the Board of Trade for about thirty years. Deceased was one of the oldest members of the Montreal Hunt Club, a member of the Montreal Club, and the Montreal Reform Club. He is survived by two sons, B. W. Coghlin and G. R. Coghlin, who are in the business, and one daughter.

Interesting Trade Items Gathered in Ontario

Kingston Hardwareman Paralyzed—Good Building Season at Smith's Falls—Window Displays at Guelph — New Hardware Specialty Factory at Toronto— By-law Against Transient Traders Passed at Brantford.

KINGSTON.

Nov. 10.—Lemmon & Sons, who for a number of years have carried on a hardware and plumbing business at 351 King Street, have withdrawn from the hardware business, and will carry on a general plumbing and tinsmithing contracting business, at 273 Earl Street. Mr. Lemmon is a member of the board of health, and has given good service on that civic body. His knowledge of plumbing, etc., is the means of giving the board valuable information along sanitary lines and his counsel is eagerly sought after.

The new mica industry at Cape Vincent, N.Y., is on the point of beginning operations. A syndicate of Watertown men have taken hold of the business of grinding the mica waste, or broken mica of the Canadian mines. The reason for the establishment of the mines on the American side, is because of the excessive tariff laid on the finished product, $100 per ton, when taken over there, and where it must be sold for $40 per ton, or less. On the mine waste, and by products unmanufactured, there is no duty, and the owners, aided by Watertown capital, will finish the product on the American side. Buildings have been rented, and the mill machinery is ready to be placed in place. A big barge load of the raw material is now at the dock there, and it is hoped that enough raw material will be stored there before the close of navigation to keep the mill in operation during all the winter.

James Nugent, hardware merchant, is confined to the house with a severe illness. He suffered a paralytic stroke.

E. G. B.

OTTAWA.

November 10.—Business is very good among the hardware merchants. A specially good trade has been experienced in stores.

The Dominion Bridge Co., Lachine, have purchased property in Clarkstown, a suburb, for a storehouse for material and working plants.

During the last two weeks over $80,000 worth of permits have been issued. Of this amount one item of $11,000 was for a brick machine shop, to be erected by the Ottawa Car Co.

The following articles have been transferred to the list of goods, which may be imported into Canada: Steel imported for use in own factories in the manufacture of rough unfinished parts to be used in rifles for the Government; gun barrels in single tubes, forged, roughbored; rolled iron and steel rods not over half an inch in diameter or width, to be used in the manufacture of horse shoe nails.

Cold rolled sheets or plates of steel with sheared edges over fourteen gauge, and not less than one and one-half inches wide when imported by manufacturers of mower bars, hinges, typewriters and sewing machines, to be used in manufatories' own factories.

G. E. M H.

TORONTO.

Nov. 11.—The Collins Manufacturing Company, have erected a new factory on Symington Avenue, near the C.P.R. tracks and will occupy it this month. It is 25 x 90 feet in size and capable of enlargement. New machinery has been installed and several new hardware specialties will be put on the market soon, at present their energies being directed chiefly to sprayers, gas stoves, steam cookers, asbestos thimbles, etc.

T. S. Hobbs, whose name was recently connected with the new Dominion Hardware Company, who have secured a charter to establish a wholesale hardware house in Toronto, states that he has not affiliated himself with the new concern and does not intend to do so.

W. W.

BERLIN.

Nov. 9.—Such important questions as early closing and transient traders' licenses, were dealt with at the last meeting of the Berlin Retail Merchants' Association. Complaints were made that some merchants were infringing the early closing by-law, which set the hour for 6.15 on week days, and 10 for Saturday nights and nights before holidays. An effort will be made to have all stores in the town close at the hours set by the Association. There was considerable discussion regarding the tax on transient traders. While it was the consensus of opinion that some of the dealers who opened up with the intention of remaining only a short time were a detriment to the town, and were encouraged by the law requiring only $50, and that not in advance, it was felt that a change might prove detrimental to the small dealer, and not the large one.

W. A.

BRANTFORD.

November 9. — Local hardware and sporting goods dealers report that the sale of rifles and ammunition for the deer hunting season in the highlands of Ontario, has been very good. A large number of local hunters have already left for distant points on that score.

Alexander Lamb, has decided to erect two new stores on Colborne Street.

The contract for the erection of the new branch of the Bank of Hamilton at Paris, was let to Tindall & Sons, of Woodstock.

T. J. Minnes & Co., secured the contract for the plumbing and heating at the new Collegiate Institute, the contract price being near $10,000. They are at present installing the heating plant in Park Baptist church.

Tenders will be asked for alterations and additions to Wellington Street Methodist church, to cost approximately $15,000.

Another by-law under consideration is re the storage of gasolene within a certain limit in the city. It was at first proposed to limit the amount to 5 gallons, but this amount will be changed, as some autos carry more than that, and they would be breaking the law in coming into the city. A new by-law governing the storage of inflammable oils will be prepared.

A. W.

GUELPH.

November 9.—Guelph hardware merchants have been throwing out some timely suggestions for their customers during the past week or so Their show windows and display advertisements in the papers have been particularly appropriate for the season.

With the long winter evenings comes the increased need of lamps, and several good windows are dressed with fine displays of lamps of all kinds. McMillan Bros., and Bond's have both had good displays of this kind, and Bond's have been featuring it in their advertisements, one of which read "Come down to-night and see our window full of lamps and you'll feel light." The window was particularly attractive after dark, for it was very brilliantly lit up.

H. Occomore, in pushing the stove trade, which has been very good in Guelph this season, has followed out one idea in window dressing faithfully. He has gone in wholly for simple displays. "One good stove," he claims, "is enough for a woman to look at at one time, and so in each of his two store windows he has one stove displayed. In one was a fine kitchen range. The floor of the window was covered with oilcloth, and there was nothing else there but the one stove and its attachments. In the other window was a splendid self-feeding heater, with nothing else except a cosy looking rug in front of it. Suitable backgrounds were provided with cloth curtains of one color, plain and neat, serving as an ideal background, while detracting no attention from the goods displayed.

G. A. Richardson has been featuring sporting goods in his window displays lately, while S. & G. Penfold have been putting in some good suggestive displays of farm hardware of a timely sort.

News From the Prairie and British Columbia

Hardware Millinery Window at Calgary—Building at Victoria Shows an Increase of 69 Per Cent Over Last Year — Wire Manufacturing Plant to be Established at Vancouver—Central Heating Plant to be Established—Winnipeg Clerk Betrays His Employer's Trust and Gets Long Term in Prison.

VANCOUVER.

November 6.—The Vancouver Steam Supply Co., in which leading plumbers are interested, expect to have its franchise soon completed by the city council, and it will come up again shortly with a small alteration. As stated, the object is to supply heat to buildings from a central depot, pipes being laid on the streets, in the same way as gas pipes. The franchise will expire in 1960, the city having the right of purchase in 30 years in a year's notice.

Steadily the opportunities of the west are being noticed by prominent manufacturers in the east. The latest to take action is the Dominion Wire Manufacturing Co., of Montreal. W. H. Farrell, the president of the company, spent a week here looking over the field, and it is proposed to at once establish a factory and warehouse, which will be ready in two months. For the immediate present, the operations of the company will be confined to wire nails, and will warehouse a complete line of its product for this territory.

Another concern to start operations here is the Pacific Creosoting Co., Seattle. H. R. Rood, the head of the company, has associated with him several local capitalists, and a plant will be erected on Burrard Inlet.

Local building conditions continue good, which maintains an active demand in hardware lines and in lumber. In fact, the local trade has been a great factor in the success of the lumber business this year. Generally speaking, the lumber trade has been good, though prices have only been on an average. The shingle, though now quiet—this being the

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

ARTICLES FOR SALE

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

AGENT WANTED

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it, or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Ltd. Head offices and show rooms, 424 Spadina Avenue, Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

WANTED—Representative in Canada for a well-known Sheffield, Eng., cutlery manufacturing firm, who already have an established trade. Correspondence confidential Apply Box 905, HARDWARE AND METAL, Toronto. (42)

ARTICLES WANTED

SWISS RIFLES WANTED—Anyone having an overstock of Swiss army rifles to dispose of is requested to name lowest price for prompt acceptance. Address, F. Y. W. Brathwaite, Blind River, Ont. (46)

BUSINESS CHANCES.

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware, stove and bicycle business in one of the finest farming and dairying counties of Ontario. Stock about $4,500. Apply Box 906, HARDWARE AND METAL, Toronto. (46)

HARDWARE BUSINESS FOR SALE.—A good running hardware business in the Province of Alberta for sale. Stock about nine thousand dollars. Amount of turnover between thirty to thirty-five thousand dollars per year. Nothing but cash will be considered. For further information apply Box 913, HARDWARE AND METAL, Toronto. (48)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

SITUATIONS WANTED

A YOUNG married man of exceptional ability, with 15 years' experience in the hardware, tinsmithing, stove, plumbing and heating business, desires position on the road with responsible firm in any of the above lines. Can furnish references if desired. Box 911, HARDWARE AND METAL, Toronto. (46)

EXPERIENCED furnace and stove salesman open for engagement with first class company the first of the year. Twenty years' practical experience in Canada and United States. Six years' traveling experience in Ontario. Would consider city engagement. Address, Box 907, HARDWARE AND METAL, Toronto. (tf)

HARDWARE traveler with an A1 connection is open for an engagement January 1st, 1910. Twelve years experience in the Ottawa Valley. Communications strictly confidential. Address Box 914, HARDWARE AND METAL, Toronto. (48)

WANTED—Position as hardware salesman; wide experience in shelf and heavy hardware. Best of references. Would start work at once. Box 910, HARDWARE AND METAL, Toronto. (47)

MISCELLANEOUS

A book-keeping staff in itself—doing the work with machine-precision and accuracy—the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

CASH AND PACKAGE CARRIERS — Better and quicker service in your store results from the installation of the "GIPE" system of Cash or Parcel Carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods, and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

COUNTER CHECK BOOKS—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using—we'll send you prices that will interest you. Our holder with patent carbon attachment will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont. (tf)

THE ability of your hand-writing, as well as the ease and speed with which you execute it, are matters of great importance. They are also matters of pen point. Use "Crucible" Steel Pens and settle the matter. 15 different styles. Ask your dealer for free samples and pick out the pen you want. If he cannot supply you, ask us and we will send samples by return mail. The Copp, Clark Co., Ltd., 64-66 Front St. W., Toronto.

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

SITUATIONS VACANT

WANTED—Salesman with well established trade to sell an old and well established line of refrigerators on commission basis. Give full details as to lines carried, references, etc. Box 912, HARDWARE AND METAL, Toronto. (50)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.,

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

off time of the year for business—has also been satisfactory. The prospects are very good. Permits for the past week in Vancouver building totalled $110,725, the largest being $15,000, for the remodelling of a store.

L. X. Truxler, of Vernon, B.C., has invented a new form of truck that has many advantages over the old style. It consists of a combined cement cart, brick barrow and truck, and has many points of superiority over anything on the market. The centre of gravity is so placed that cement may be dumped from the scoop in any quantity desired, and the weight rests entirely on the wheels, relieving the arms of any load. To remove the scoop and substitute a platform for the conveyance of bricks or blocks requiries only the turn of a crank, which unlocks the box and permits its removal in an instant. A third change to a plain truck is made in an equally expeditious manner, and the device, which locks it keeps it perfectly steady in any position. The invention has been satisfactorily tested.

R. B. F.

VICTORIA.

Nov. 6.—Building still continues very active. The value of permits issued during October aggregate $104,840, as against about $90,000 in October last year. This year, for the ten months the value of permits issued exceeds the whole of last year by $233,795, and for the mere ten months by $633,130, an increase of 69 per cent.

During the past week permits have been taken out for a three storey building for T. N. Hibben & Co., to cost $15,000, alterations and additions to Government Street building for E. A. Morris to cost $12,000.

Fire destroyed the mill of the Brackman & Ker Milling Co., yesterday, the loss being about $30,000. Immediate work will be started on the new building, which will be entirely of brick.

W. P. Dempster has decided to build a new carriage and blacksmith shop, to cost $4,000.

A large addition is to be made to the Empress Hotel, in Victoria. The addition will cost about $75,000. W. B. C.

CALGARY.

November 8.—The Sisters of Charity in Alberta and Saskatchewan announce that a large addition is to be made to the Holy Cross Hospital at a cost of between $75,000 and $80,000.

The new A. J. Samis block will be ready for occupancy in about four weeks' time. The block is five stories in height with basement. The first three stories are of reinforced concrete, and the two upper stories of brick. The building cost about $55,000.

Seventy thousand Americans will settle this year on 20,000 to 25,000 farms in the Canadian Northwest, and bring with them a wealth of $70,000,000.

"Did you see the hats?" were the words of every one in Calgary the past few days. A very artistic millinery window, which created the wonder of the womenfolk, and caused milliners to be envious, was shown by the Comer Hardware firm on Saturday last. Very novel effects were shown by ordinary hardware lines and were especially appropriate for Hallowe'en.

Mr. Wright, who has been traveling for the J. H. Ashdown Co., in Manitoba, arrived in Calgary on Monday to take the ground of Mr. Sales, who has been travelling in southern Alberta.

M. G.

WINNIPEG.

November 10.—J. A. G. Loomer, recently empolyed by the J. H. Ashdown Hardware Co., as manager of the electrical fixture department at the retail store, having held this position for nearly two years, prior to which he had been employed in different positions with the same company, has been convicted on several charges of theft, and sentenced to a term in prison. In October, 1909, it was discovered that Loomer had been raising time sheets turned in by workmen engaged in putting up fixtures, and with their co-operation, had fraudulently drawn the amount of such increase. On investigation it was found that this practice had been going on for about a year and a half, and further than this, it was found he had been in the habit of selling goods for cash, putting the amount in his pocket, and not turning in any cash sale slip. He had also sold goods, both for cash and credit, to an electrical contractor, and arranged with him to make the cheques out to the order of J. A. G. Loomer, instead of to the company. These cheques he cashed and applied the proceeds to his own personal uses. He also arranged with a clothing firm to do certain window lighting, purchased an overcoat from them and applied the amount due for the coat on the bill for window lighting, charging the clothier with only the difference between the contract price and the amount of the overcoat.

Loomer was arrested and charged on nine different charges of theft, to all of which he pleaded guilty, receiving a sentence of twenty-three months in the Portage gaol, in spite of the fact that his friends sent a deputation to the magistrate offering to make good any shortage and do anything in their power to give him another chance, the magistrate holding that while it was his first offence, it was such a flagrant breach of trust and extended over such a long period, and further, that his thefts were committed in so many different ways, he felt obliged, for the sake of example, to give him the sentence he did.

Healthy Condition of Western Canadian Trade

United States Banker Makes a Close Study of the Situation —Improvement Over Last Year—Board of Trade Wants Lowering of Telegraph Rates.

Staff Correspondence.

Winnipeg, Nov. 9.—A United States banker visited the west recently for the purpose of investigating actual commercial conditions. As a result of that visit the following report was published across the line.—

"In the northwest trade is not only good, but real estate transactions are increasing, money is easy and a large number of tourists continue to visit the country. A good expansion and heavy immigration is expected next year. Weather conditions continue favorable throughout Manitoba and Saskatchewan. Threshing of wheat is about completed in the first named province, and it is well advanced in the last mentioned. The weather has been excellent for plowing, and a goodly increase in acreage is indicated. The railways have all the wheat they can handle, and the movement to date surpasses that of other years. Business failures for the week ending with Thursday last, number 24, which compares with 30 last week and 32 in the same week last year. Bank clearings for the week terminating with Thursday of this week aggregate $105,361,000, sixteen per cent. below last week's, but seventeen per cent. over those of the same week last year."

An important conference is to be held in the next few days, between a special committee appointed by the Winnipeg Board of Trade and James Kent, superintendent of the Canadian Pacific Railway, telegraph department, regarding the lowering of rates. It is not known whether it is possible to lower the rates or not, and the exact nature of the board's request is not known. A committee of the Board of Trade has also been investigating cable rates, and it is understood that appeals will soon be made to proper authorities regarding some immediate relief of the commercial man's position in this direction. The board's action is in continuance of the pressure so successfully brought to bear by the Imperial Press Conference.

That which will mean much to the commercial life of the west in years to come, was seriously discussed in Prince Albert by the Board of Trade in that place. The board have decided to take up the proposition of making the Saskatchewan river navigable from Winnipeg through to Edmonton. They will at once draft a resolution to the Government, urging its attention to the project. The possibility of this project has been for years enthusiastically asserted by a few citizens of the west.

CORRUGATED IRON

We make it – either painted or galvanized, in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights. Send us your orders.

WINNIPEG CEILING & ROOFING CO.

SHEET METAL MANUFACTURERS

FORT ROUGE - - - - - WINNIPEG

"You may have thought that beauty is costly; you are wrong, it is ugliness that costs.—(Ruskin.)

THE "HAS-MADE-GOOD" Beats THE "JUST-AS-GOOD"

THAT is why Stephens Ready Mixed Paint is demanded by discriminating buyers. IT HAS MADE GOOD. For twenty-seven years and more we have been manufacturing paint in Winnipeg. Stephens Paint is the outgrowth of an intimate technical knowledge and long experience **in this special field** of paint making. We say **special** because of the peculiar climatic conditions of the West, conditions that prevail nowhere else in Canada and which require specially prepared paints. Stephens goods are manufactured in the West, for the West. Quality, Quantity and Prompt Shipments. Three things we make a point of.

G. F. STEPHENS & CO., LTD.

Winnipeg and Calgary

Oshawa Metal Ceilings Fit for the finest building. Cost little enough. Reduce fire-risks. Two thousand designs for stores, halls, warerooms, churches, residences, etc. Write for handsomely illustrated book showing exclusive Pedlar designs.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Seen the FREE Book about 100-year shingles? Shows how to get most for your money in roofing anything that's worth roofing right. Proves the saving we'll make you. News for you about shingles that last a century Get a copy. Ask nearest office.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

A few Reasons Why You Should Handle PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiencyor reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Governing conditions make trade in cutlery and silverware considerably better than during the past two years. More money is in circulation and the buying is more for the better class of goods.

In safety razors a big business is being done, all makes selling really well Cutlery in cases, carvers, etc., are moving nicely and prospects are that the sale of these will be large for Christmas. A better feeling pervades the whole community and the greater ease in selling shows how the consumer is better situated than usual.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $3 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, 5 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

IRON WASHERS—Full box, 45 per cent.; smaller lots, 40 per cent.

LANTERNS—Cold blast, per doz., $7; painted, $3; galvanized, $4.10; 26, $3.35 roofing, 28, $3.45 and $4.45. Crimped, coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9¼c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.00; broken lots, $8.

COPPER—Planished copper, 31½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.65; 18, $3.70; 20, $3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

TIN PLATES—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, light, 60 and dark, 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvestor, 30c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pennoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; National Light, 25, Silverlight, 21; engine gasolene, 24c; Acme Lamp, 30; White Lily, 23; Royal, 22½c; White Rose, 24.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 76; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

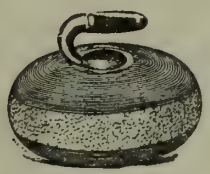
CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

BUILDING PAPER—PLAIN, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

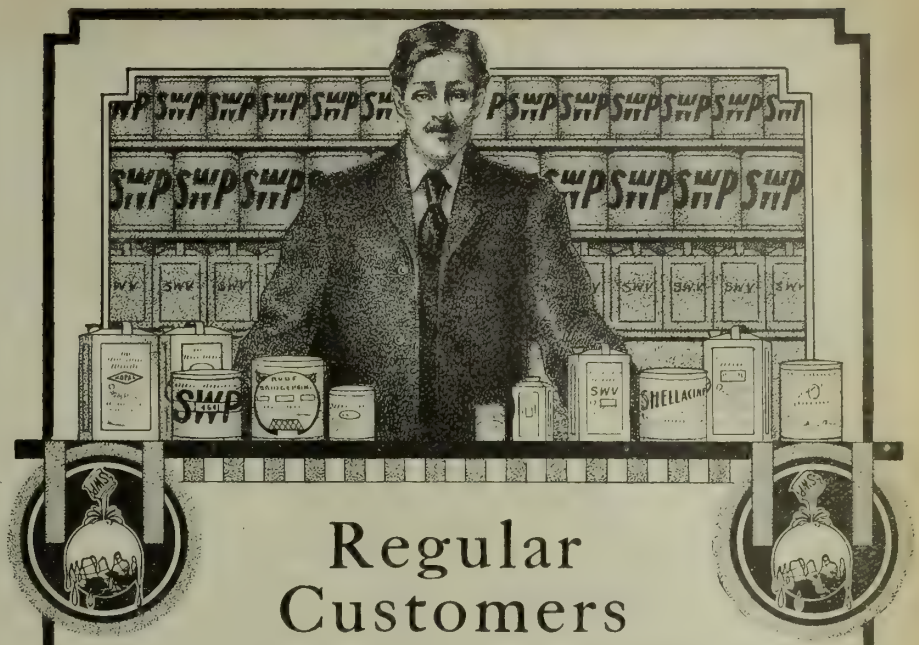
Genuine "K" Red Hones



We import only this celebrated line of curling stones, which are universally recognized as the best made. The running surfaces are cut by a new process which ensures absolute accuracy and uniformity in play. We can supply in all weights from 36 to 42 lbs. each. Also curling-stone boxes, brooms and uniforms.

Liberal Discounts to the Trade.

The Hingston-Smith Arms Co.,
Limited
Sporting Goods - Winnipeg



Regular Customers

Any good salesman can make a first sale. But to sell the same goods a second or a tenth time requires more than salesmanship—the goods must have given satisfaction.

The Dealer who handles

SHERWIN-WILLIAMS PAINTS AND VARNISHES

has the largest "repeat" sales. The high quality of S-W. Products and the satisfactory results they give, creates a steady demand. A first sale *convinces* for the goods.

Write us about our Agency Proposition today. Get the Sherwin-Williams Line and the business it will bring.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

718

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



A MARTIN-SENOUR PAINT AGENCY

if fully explained will interest you.

The 100% PURE PAINT will increase your sales.

We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

EDMONTON - - - - - WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The C. P. R. will build a new freight shed at Claresholm, Alta.

The C. N. R. will build a large modern roundhouse at Port Arthur.

The National Elevator Co. will erect a new cleaning house at Port Arthur.

Mr. Quance, of Jaffray, B.C., intends to locate a saw mill at Nakusp, B.C.

The McLaughlin Carriage Co. is erecting a $25,000 warehouse at Calgary.

A match factory will be built at Alexandria, Ont. W. A. Catton is interested.

It is probable that a fire clay plant will be established at Matsqui, B.C., in the near future.

The Rainy Lake Lumber Co. will build a large saw mill at Fort Frances next summer.

The Bitulithic Contracting Co. have applied for a new site for their plant at St. Boniface.

It is possible that the Spring Park Nursery Co., of Brandon, may locate at Portage la Prairie.

Mr. McLeod's proposition to build a mill at Ooutlook, Sask., is receiving the support of the council.

The Quebec and St. Maurice Industrial Co. has started work on the erection of a pulp mill at La Tuque.

The Kingston drydock has been leased by W. J. Fair, who is interested in the erection of a modern repair plant.

The General Electric Co., Schenectady, N.Y., has reopened its mica works at Carleton Place and will employ 150 hands.

The Toronto Street Railway have a permit to erect car barns on Lansdowne avenue at an approximate cost of $60,000.

E. W. Backus, president of the power company at Fort Frances, is contemplating erecting a paper mill in Fort Frances in the near future.

Negotiations are being made by J. Armitage, Ohio, with the Ingersoll Board of Trade for the establishment of a factory for worsted yarns and cloth.

Plans are being prepared for the erection of a large wholesale house of steel construction for A. E. MacKenzie Co., at Brandon, to cost about $60,000.

Negotiations for a site for the Patent Holding & Mfg. Co., of Spokane, have been completed. They intend to erect next spring a $50,000 wagon plant at Calgary.

P. J. Noel, of Merrill, Wis., is looking over the ground at Fort Frances with a view of establishing a manufacturing industry for manufactured articles in woodenware, furniture, excelsior and other commodities.

S. G. Kitchen, president of the Jackson Wagon Works of St. George Ont., and president of the Brantford Cordage Company, Brantford, contemplates the establishment at Port Arthur of a large wagon manufactory.

Hiland & Sullivan, shingle manufacturers, Surrey, B.C., have bought for $50,000, some property at New Westminster on which they will build a four storey structure early next year at a cost of $20,000.

Medicine Hat ratepayers will be asked to vote on a by-law on November 23 to issue $9,000 debentures for the purchase of a site for the works of the Alberta Clay Products Co.

Municipal Undertakings.

Plans are being prepared for the Montreal high pressure water system.

Penticton, B.C., proposes to establish a waterworks system next summer.

Hamilton's suburbs are crying out for waterworks extensions and fire protection.

The waterworks by-law for $400,000 has been passed by Vancouver ratepayers.

The contract for Elizabeth street sewer, at Barrie, was let to T. E. McMurray, for $2,125.

P. Corrigan & Co., have been awarded the contract for the Durand street sewer at Sarnia.

Tenders for the construction of the Clifton street sewer, Winnipeg, will be called for at once.

The Portage la Prairie, Man., waterworks by-law has been passed. Estimated expenditure, $20,000.

A sewer from Main to Mac street, on Crawford avenue, Winnipeg, is to be constructed at a cost of $3,895.

C. Lethorn, London, has been awarded the contract for furnishing and laying the cast iron water mains there.

Waterworks and electric light extensions, estimated cost $2,600, have been sanctioned by the Port Colborne council.

Tenders are being called for waterworks construction, including piping and valves for wood pipe for South Vancouver.

A by-law will be submitted to the Havelock ratepayers in January next to raise $4,000 for a permanent drainage system.

The Village of Coldwater, Ont., with an assessment of $250,000, is questioning the advisability of installing a system of waterworks.

Dunnville, Ont., town council has passed a sewerage by-law, and tenders for the construction of a system will be received until November 18.

Cleveland & Ducher, engineers, have prepared plans for supplying several adjoining Vancouver municipalities with water. Initial cost, $500,000.

A by-law has been adopted by Longue Pointe to borrow $150,000 to construct a water system, the water to be supplied by the Montreal Water & Power Co.

A new 12-inch water service main is being laid on Proctor Street, Halifax. Larger mains will be laid on Gerrish, North and Morris Streets this fall.

The corporation of Lachine have just closed a contract with John McDougall & Co., Caledonian Iron Works, Montreal, for the purchase of a new pump for the aqueduct.

The request of the McClary Co., London, for a main on Nelson street was received favorably by the commissioners. The cost will be about $500. The main will be laid immediately.

E. T. Laverdure has been awarded the contract for the main sewer at Hull at $43,608, W. E. Martin's tender at $38,600 (the lowest) having been withdrawn because of a misinterpretation of the work required.

Sewers will be laid in the following Brantford streets: Gilkison, from Oxford to to Winnett; Rawdon, from Dalhousie to Chatham; Drummond, from Wellington to Chatham; Charlotte, from Wellington to Chatham.

The McKnight Construction Co., Toronto, have been awarded the contract for the first section of the New Liskeard, Whitewood avenue sewer at $8,468. The installation of the septic tank and continuing the sewer up Whitewood avenue will be left over until next spring.

Weston town council awarded contracts last week for the new waterworks system. The successful tenderers are: Contract "A," labor in laying out pipes, J. F. Connolly, Toronto; Contract "C 1," steel water tower, Toronto Iron Works, $5.040; Contract "D," all cast iron water pipes and special castings, Canada Foundry Co.; Contract "E," fire hydrants, sprinkling cranes, gate valves, and valve boxes, The London Foundry Co. The total cost of the work will not be less than $55,000.

New Companies.

The Thetford Asbestos Syndicate, Montreal; capital, $100,000; to develop asbestos properties in Quebec province. Incorporators, G. V. Cousins, C. A. Hale and P. F. Brown, Montreal.

The F. and L. Co., Toronto, capital, $75,000; to manufacture and deal in products of iron and wood. Incorporators, Jas. Fowler, Toronto, and Jas. Wilson and W. B. Campbell, Detroit.

The Electro-Steel Co. of Canada, Toronto; capital, $100,000; to treat, smelt and refine mineral ores by electric process. Incorporators, J. S. Lovell, W. Bain and R. Gowans, Toronto.

The Automatic Gas Co., Montreal; capital, $100,000; to manufacture and deal in gas engines, etc. Incorporators, W. Farwell, Sherbrooke; and F. Paul and W. G. McConnell, Montreal.

Morrisburg Tack Mfg. Co., Morrisburg; capital, $40.000; to manufacture and deal in tacks, brads and small nails. Incorporators, Wm. Eager, G. N. Hickey and Andrew Broder, Morrisburg.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

. . .

HOYLE ROBSON BARNETT & CO. Ltd.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it

It's just as sure of profit to you as it is safe to its owner.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where po ssible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.



THE SECRET OF GOOD IRON IS IN THE HEATING.

Be careful what kind of bar iron you sell! London Iron is uniform and flawless throughout. Set yourself right in this important matter at once.

GET OUR PRICES

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

Sales Agents:
Ontario, Baines & Peckover, Toronto

Manitoba, Bissett & Loucks, Winnipeg

Annual Meeting of Sherwin-Williams' Travelers

Salesmen From all Parts of Canada Gather at Montreal—Spirit of Friendship and Co-operation Manifested at Banquet—How Travelers can Assist Retailers.

The annual convention of the traveling representatives, sales managers, and heads of the departments of the Sherwin-Williams Company of Canada was held at the head offices and factory, Montreal, last week, the following being present: W. H. Cottingham, president of the company; C. C. Ballantyne, managing director; W. S. Fallis, western sales manager, Winnipeg; R. C. Misson, eastern salesmanager, Montreal; J. D. Barker, superintendent; L. R. Greene, manager advertising department; traveling representatives—G. E. Boomer, R. Johnson, C. A. Thomas, J. N. Themens, W. P. Downing, J. A. Derouin, H. H. Eager, J. W. Benson, A. E. Cowley, D. Crevier, J. J. Whalen, R. Archibald, Jas. McMartin, J. E. Auger, W. J. Miller, R. Vincent, J. J. Harkness, W. R. Pottruff, K. E. Parsons, J. F. Ryan, R. E. Stinson, W. L. Massiah, and R. H. Carter.



W. H. COTTINGHAM,
President Sherwin-Williams Company of Canada, Montreal.

The convention started on Wednesday morning, and in his opening remarks Mr. Ballantyne referred to the company's successful fiscal year closing August 30, and to the very bright and promising outlook for the coming year. He heartily thanked the sales managers, heads of departments, and traveling representatives for their co-operation in bringing about such a magnificent showing.

Mr. Cottingham expressed his great satisfaction with the year the company had had, not only in Canada but in the United States and in foreign fields. He then briefly outlined the further extensions that the Sherwin-Williams Company have in view, particularly referring to the erection at the present time at their Chicago plant of a most modern white lead corroding works where the old Dutch process will be used.

The president afterwards handed cheques to the top-notcher winners—H. H. Eager, Winnipeg house, being first; R. Archibald, Montreal house, second, and D. Crevier, Montreal house, third. Cheques were also distributed to those representatives who had reached their estimates.

Following this a thorough inspection was made of the plant, including the paint and varnish factories, linseed oil mill, and box factory.

The convention continued to the end of the week, Mr. Ballantyne being in the chair. While it was felt that owing to the great increased cost of linseed oil and the advances in other important raw materials that enter into S.-W.P. and other prepared paints, prices should be advanced, it was thought advisable for the time being not to make any change in price, but the representatives were informed that unless these raw materials declined in price the company would be compelled to make a further advance in their selling prices. The convention was a most successful one, and closed with the customary banquet.

The Banquet.

With hand to hand and heart to heart
We cover every clime,
We're bound to be bigger and greater than ever
From this convention time.

It is impossible to imagine a more enthusiastic gathering than that which assembled at the Canada Club for the annual banquet. It was the termination of the convention, and after many hours of earnest deliberation and close thinking, the boys were out to enjoy themselves. And they did so, in this being encouraged by their president, W. H. Cottingham, and their managing director, C. C. Ballantyne. Topical songs rewritten for the occasion, pungent telegrams to certain members of the company, the presentation of two knighthoods of the order of the Turkish Bath, the presence of the Little Paint Man himself, and other quips and cranks, made the evening pass most pleasantly. But every now and then a serious note was struck, and it was evident that the staff were impressed with the ideals of the company as expressed by Mr. Cottingham and Mr. Ballantyne, and were going to set a hard pace for the coming year. It was not surprising that "The Glad Convention Time" song went with a swing.

Mr. Cottingham presided, and he was supported by C. C. Ballantyne, J. H. Gordon, cashier, R. C. Misson, W. S. Fallis, J. D. Barker, L. R. Greene, R. McMaster, Montreal Rolling Mills, and other members of the staff.

L. R. Greene, introduced as "Peerless Greene" by the chairman, read a letter from the Little Paint Man in which the latter referred to the qualities of a new specialty of the company, "Flaxoap,"



C. C. BALLANTYNE, MONTREAL,
Managing Director Sherwin-Williams Company of Canada.

and in a vision visited the Sherwin-Williams' Montreal factory in 1920, and was struck with its enormous size, and other evidences of great growth, and the consequent elevation of Mr. Ballantyne to the dignity of the Earl of Westmount and Flaxoap.

Mr. Ballantyne was evidently surprised at the prognostication of the Little Paint Man, but that the future had no terror for him could be seen from his smiling face. The Little Paint Man, himself appeared in time to lead the musical honors attached to the toast.

Mr. Ballantyne in proposing "Our President" referred to the wonderful success of Mr. Cottingham from the day when he commenced his business career as a retailer in Ontario, until now when he was president of the largest paint and varnish works in the world. He had attained that position by hard work, and he knew of no man who had displayed more energy than their president. His success was an example and an inspiration to them, and showed what ability, close attention to detail, and hard labor could accomplish. It was a compliment to them that Mr. Cottingham had reserved for himself the presidencies of the Canadian and English concerns.

President Cottingham's Address.

Mr. Cottingham said that whatever success he had attained was due to the assistance he had received from those around him, and he referred to the great support of Mr. Ballantyne and the Canadian staff. He was always delighted to be with them, and he took the greatest interest in their work. Mr. Cottingham referred to the policy of the management in drawing upon their own staff for the filling of high positions. This was an incentive to their men and gave them something to work for. The selection of Mr. Misson and Mr. Fallis as sales managers was an example of their policy and the opportunities that each man had before him. He believed in steady service, and men who stayed by them did better than by changing. Success was due to combination, men and methods. It was their policy to help their representatives and the men who sold their goods, and the wisdom of this was evident in the success that had attended the Sherwin-Williams Company. They wanted to make their dealers better business men, not Sherwin-Williams' men but business men in a general sense. With their literature and the talk of their traveling staff they were teaching the dealer how to sell other lines of merchandise and to be strict over his collections. Dealers could not absorb their literature without becoming better merchants. His ambition, and the ambition of the great house he represented, was to succeed fairly. They had no desire for success at any price.

G. E. Boomer proposed the health of the sales managers, and said that the work done by those gentlemen had been well started, and their success was an example for the others to follow. Mr.

"It Sells Like Sixty"



Strong and liberal advertising so done that the dealer gets the direct good of it; and quality in the goods that makes good the advertising's claim — that's why you will do well with

Floorglaze

SELLS THE WHOLE YEAR THROUGH

Floorglaze has so many uses about a house, indoors and out, that it sells a - all seasons. Send for a sample can, colort card showing the fine new Transparen Lacs, and proposition to live dealers. You will be interested indeed.

Imperial Varnish and Color Co., Ltd. Toronto

Stocks carried in Toronto, 6 Morse St.; Winnipeg, 108 Princess St.; Vancouver, 550 Beatty St.

M. R. M. CO.

HORSE NAILS



Made from Swedish Material

By our New Cold Process

Hardware dealers who stock "M" Horse Nails are making a good margin of profit on a brand which is giving every satisfaction to the farrier trade by its uniformity and strength.

The Montreal Rolling Mills Co.

Fallis said that he took great pride in being connected with such an organization, and he looked forward to the time when they would have a great manufacturing plant at Winnipeg. Mr. Misson did not see how any of their men could be a failure with the incentive to work that they had before them.

"Our Representatives," was proposed by J. H. Gordon, who referred to commercial travelers being a necessity, and there was no doubt that the harmony between the office and traveling staff had greatly helped the company. C. A. Thomas, J. J. Whalen, D. Crevier and John F. Ryan replied.

Mr. Fallis proposed the toast of the "Managing Director," and said that a great deal of their success was due to his very great ability as organizer. His fair and courteous treatment to his staff caused him to be admired by all. They took as much pride in his prominence as he did himself. They hoped that Mr. Ballantyne would be their managing director for many years to come, and he could always depend upon their loyalty and support. Mr. Fallis also spoke of Mr. Ballantyne's public work.

Mr. Ballantyne said he would not for one moment take credit for the success of their business. He was fortunate in being assisted by the very best help. It would always be his aim to see that his staff had the chance of promotion. Referring to his public work as one of the Harbor Commissioners of Montreal, Mr. Ballantyne said that he and his colleagues on the board intended to make Montreal the best equipped port on the continent.

The toast of "The Accounts Department," "The Factory," and "The Visitors," concluded a most enjoyable evening. With

Sis! Boom! Ah-h-h!
S-W-P! Rah! Rah! Rah!

the company dispersed feeling that it was up to them to show the management that past success were nothing compared to those that were coming along.

PAINT AND OIL MARKETS

MONTREAL.

November 12.—Trade conditions are much quieter than they were, although some fairly large general orders for the last boats have come in. Stocks in dealers' hands are not reported heavy, but they are well assorted, and a good showing should be made in household specialties this and the following month. Staples are without feature, and any speculative element in linseed oil seems to be eliminated for the present.

No changes are reported in quotations, and the markets generally are firm with a good tone.

TURPENTINE.—Owing to a weakening in the turpentine market, and to the hand-to-mouth character of the buying there has been a sagging in turpentine prices, and a decline of 2c. per gal. is announced. We now quote 78c. for single barrels.

LINSEED OIL—Further advances have been checked for a time, and the market presents a much quieter appearance. The demand is on the light side. Stocks were well replenished before the recent advances, and buyers are at present content to stay off the market. We quote: 1 to 4 barrels, in one delivery, raw, 73c per gal.; boiled, 76c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—Like the other stapels the demand for ground white lead seems to have received a check, and only a fair turnover is reported. The market does not show much alteration as regards prices, and quotations are: Strictly pure about $5.25 to $5.75, according to quality, and No. 1 $4.85 to $5.25 f.o.b., Montreal.

RED LEAD—A healthy trade is reported in red lead, buyers being anxious to stock up before the winter rates commence. There is no change in prices, and we quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—A little better inquiry is noticed in white zinc tending to show that decorators in the larger centres are still busily engaged. The market is unchanged, and we quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS—Prices have been lowered both for orange and white shellac gums, but no change in varnish prices are anticipated. General lines of carriage and furniture varnish are being shipped in good quantities.

PUTTY—Users are taking advantage of the short time remaining for low freights, and are buying in good quantities. The market is unchanged, and we quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TORONTO.

November 12.—While trading is fair and steady and above complaint, the passing week is probably the quietest business week for many moons. With the exception of glass, not a single paint line has risen above normal. Prices are unchanged and firm, the outlook being for higher figures if any change occurs.

Work among painters is brisk, and there seems to be a scarcity of workers. This year should prove a satisfactory one from the standpoint of the painter.

GLASS—Window glass is the particu-

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

PERMANENT PATRONS Can be converted from merely CASUAL CUSTOMERS

if you will only handle



MOORE'S HOUSE COLORS

They are Pure Linseed Oil Paints of moderate price and are brilliant, uniform and durable. They are quick sellers and leave a good profit for the retailer.

Send for Color Card and Prices.

Benjamin Moore & Co., Limited

West Toronto, Canada

NEW YORK CHICAGO CLEVELAND

LACQUERET

FOR BRIGHTENING THE HOME

¶ You know what it means to get the good-will of the women.

¶ Just think of the large proportion of the household money that they spend !

¶ **LACQUERET,** the transparent lacquer, for giving new life and renewed good looks to all old woodwork and furniture, is just the thing with which to get into the good graces of the women-folk.

¶ Try it yourself and you will be able to talk with much more enthusiasm.

Ask for details of our dealer-helper selling plan.

INTERNATIONAL VARNISH CO., Ltd.

Makers of Fine Varnishes **TORONTO** **Branch of Standard Varnish Works**

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

lar bright line of the week. Sales keep up—increasing in many cases. Stocks are very low. Some small importations have come in, but the present demand will soon exhaust these supplies. One of the trans-Atlantic vessels carrying glass came up to Montreal yesterday, and local jobbers anticipate that some of this glass is for them. The last boat up the St. Lawrence with glass stocks is expected next week. Prices are firm, the discount being about 30 per cent.

LINSEED OIL — The market is exceptionally firm, but jobbers are prepared to book orders for delivery any time between now and the last of March at the prices ruling at present. It is believed that there cannot be any reduction in this time, but if the seed market remains where it is just now there may be a further advance. Some few weeks ago it was thought that after January 1 prices would decline but as the present stock of seed has been investigated there seems little chance of this taking place and it is believed that present prices will be fully maintained for the winter. Raw is 73c for single barrels; 72c for 5-barrel lots and 71c for 10 barrels. Boiled oil is 3 cents higher for like quantities.

TURPENTINE—The market has been a little irregular during the past week. At the same time correspondence from Savannah shows that the indications are that for the months of November and December the quantities likely to come forward are expected to be much less than they were last year for the same months, and if the varnish makers should have their regular demands, it is not improbable that there might be a spurt during these two months and prices be advanced. Locally stocks are very light. Buying is also light. The ruling quotation is 83c, though "turps" are yet offered at 81c and 82c for single barrels by some jobbers.

WHITE LEAD—With prices still ranging from $5.55 to $6, according to grade, the market conditions remain unchanged from last week. There are fewer orders for lead to-day than there were a month ago. With the quietness of the market there are heard rumors of the association members coming together again, and if not advancing prices yet making the quotations more uniform.

RED LEAD—Demand is slightly more active. Orders are more frequent, but they call for small quantities. Prices are unchanged. Cask lots are $4.25 and 100-lb. packages $4.50 to $4.55.

PUTTY—Shipments are not so large as last week, but they are seasonably large. Country points are placing spasmodic orders for small supplies. The market is firm with quotations unchanged. Casks, $1.75; 100-lb. drums, $2; and bladders, $2.15 to $2.25.

PETROLEUM—The whole oil situation is unchanged. There was a slight flurry early in the week due to the lower prices for Standard Oil lines across the border, but no change has taken place here and the market has come together again. Pratt's astral is 17½c; water white, 15½c, and prime white, 13½c.

THE CHRISTMAS TRADE.

Writing on the subject of special trade lines for Christmas, the Oil and Color Trades Journal says: What is wanted above all is that the attention of the public is attractied and held by an original scheme of decoration, there shall be several new things which will force people to enter the shop-door. It is almost an axiom amongst good salesmen that once a potential customer is inside it is a comparatively easy matter to convert that person into an actual buyer of goods. With the male portion of the community this rule works almost invariably, for no man likes to leave a shop without purchasing something; and he will not do sc unless driven out by stupidity or want of tact. With the gentler half of humanity, however, the rule does not work quite so well, but for both men and women it is of the first importance that distinct and interesting novelties should be shown. Now is the time to consider what is likely to be attractive amongst the many new things which are constantly being brought befor the retailer by manufacturing firms; but if the matter be postponed for consideration in December, there will be little leisure to pick and choose and thus to have in readiness the best business-bringers amongst the novelties of the season.

It has been suggested that, where the thing is not impossible, a sepaeate counter should be set aside for novelties. Of course, this requires a comparatively large establishment; but, whenever it can be done, it is almost sure to pay well. The display is much easier and more effective in this way; and the attention of the buyer is fixed more completely; and wherever there is space, another feature for Christmas-time is well worth considering, viz., a counter with as great a variety of articles as possible at a uniform price. Human nature is a curious thing, or, to put it in the immortal words of Mr. Squeers, "She's a rum 'un, is Natur,"; and it is simply astonishing how many people have a distaste for inquiring the price of a thing. This distaste, in the man, is associated, no doubt, with his dislike of leaving a shop without purchasing something. He does not like to inquire the price lest it should be more than he wants to give; and hence he would be left in a delimma, either to buy at an inconvenient price or to go out without buying. The prosperity of the penny, threepenny, and sixpenny bazaars is based upon this feeling; and the legitimate retailer, if he be wise, will, where possible, make an effort to accommodate it. There is plenty of money spent at Christmas-time: people are in an expansive mood, and get many things then which they woul dnot buy at other times.

The up-to-date salesman reads and studies, just as men in other professions do.

. . . The stocks of the CANADA PAINT COMPANY are largest and most comprehensive of any in the Dominion of Canada. The country North, South, East or West can be served economically and expeditiously from our manufacturing plants in Montreal, Toronto or Winnipeg. We invite comparison with our advertising matter. It is said to be attractive, free from misrepresentation and is a powerful aid in drawing business to our mutual benefit. Our customers say that in purchasing from us they save time, freight and cash, as the Canada Paint Company manufacture Linseed Oil and every Varnish, Stain, Enamel, Paint, color or specialty used by the Painter, Decorator or Handicraftsman. Please write or see the travellers of the CANADA PAINT COMPANY and arrange to fall into line immediately.

ABOUT WINDOW GLASS



Have you a supply of Window Glass on hand? If not, we would advise you not to leave the matter open. Stocks have come forward very well, but already they have been broken into and the demand is tremendous. Let us have your specification for

Star Glass
Diamond Glass
Double Diamond Glass
26 oz. Sheet
32 oz. Sheet

Have you our pane price list for retailing glass? We mail one for the asking. It is well arranged and affords a good profit. See also our samples of

Cathedral Glass
Muffled "
Enamelled "
Colored "

All kinds of Fancy, Plain and Ornamental Glass.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 GLASS IMPORTERS

Honest Paint

is the kind every hardwareman wants to handle.

And you, Sir, have solved this problem if you are selling

New Era Paint

the kind which covers more surface, holds its color better and lasts longer than any other prepared Paint.

Write for details and prices. No paint holds out more possibilities for you.

Standard Paint and Varnish Works Co., Ltd.
Windsor, Ont.

A TOOL THAT'S STAMPED **STANLEY** IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.
NEW BRITAIN, CONN, U.S.A.

Queen City Water White Oil

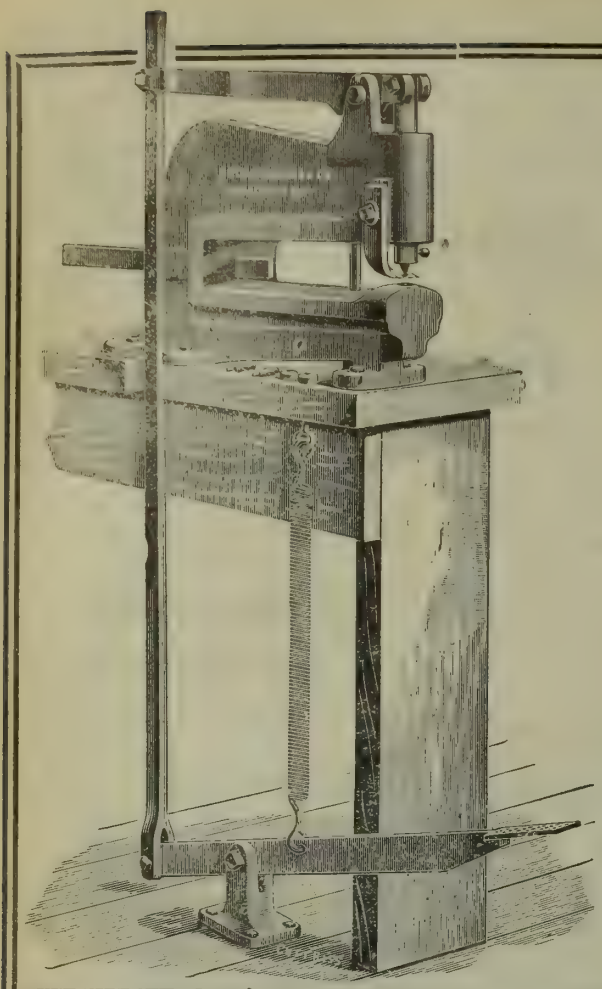
GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



The "INFALLIBLE" GLAZIERS' DIAMOND
Just the Tool for inexperienced Glass Cutters

MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



FOUND!

Just the tool I want for DEEP THROAT punching. Capacity, $\frac{1}{4}$" hole in $\frac{1}{8}$ iron 16" from edge. Or with use of stay bolt $\frac{1}{4}$" hole 3/16 iron 4" from edge. Has TREADLE ATTACHMENT, leaving operator both hands free for handling stock, and is therefore VERY SPEEDY. Every TINSMITH AND SHEET METAL WORKER should have one.

Write for price and further particulars.

Tinsmiths' Tools, Sheet Metal Workers' Tools, Presses, Dies.

The

Brown, Boggs Co., Ltd.

HAMILTON, CANADA

A Seasonable Suggestion

It pays the paint dealer to watch the seasons and push the proper paint at the proper time. So much easier to sell what the people want **when they want it.** Just now **Floor Paint** is the proper paint to push — and right now, as for the past twenty-five years, there is no other floor paint that is so easy to sell, or that gives such universal satisfaction, as

IT'S MADE TO WALK ON

Senour's Floor Paint

IT STANDS THE WEAR

The same good words can be said of the entire **Martin-Senour Line of Paints for all Purposes.** There are no other paints so easy to sell at any time. But **Floor Paint** is acknowledged as the test of the paint-maker's skill. The exacting requirements of such a paint are so numerous and varied that the ordinary paint maker is at sea for a solution of them. We have solved the secret so successfully in **Senour's Floor Paint** and the sales on it have grown so enormously that we have been compelled to devote an entire plant to its manufacture exclusively.

This seasonable suggestion is for the dealer who wants to sell more paint. We have another suggestion that will put more paint profits in your pocket —write for it today.



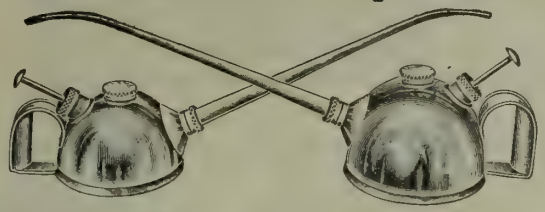
THE MARTIN-SENOUR COMPANY, Limited

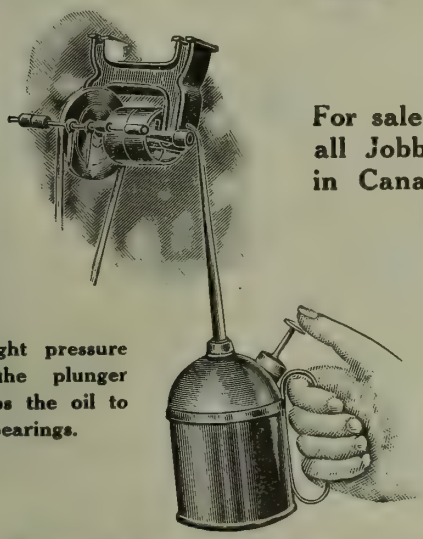
Montreal — Pioneers Pure Paint — Chicago

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she were in commission, with the Mauretania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

U.S. GOVERNMENT COPYRIGHT, No. 40462
CANADIAN GOVERNMENT COPYRIGHT, No. 56



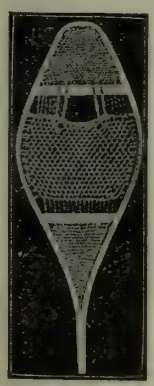
Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.
135 WILLIAM STREET : : : NEW YORK CITY
E. FIELDING, Toronto Agent

WHAT ABOUT SNOWSHOES

THE TIME IS AT HAND



Do not order until you see our complete line

Better and bigger varieties than ever.

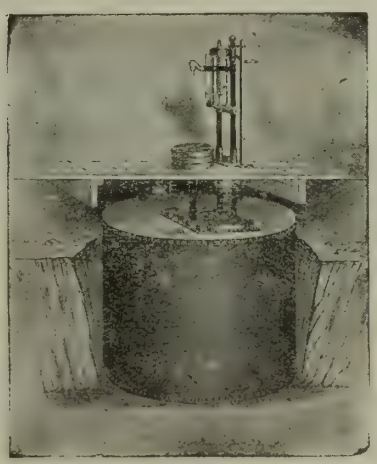
We BACK all our goods BY a GUARANTEE.

Write to-day for price list. Fine illustrated card showing sizes and shapes.

The Robert Ryan Co.
Three Rivers :: Quebec

Manufacturers of Gloves, Moccasins, Mitts and Snowshoes

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

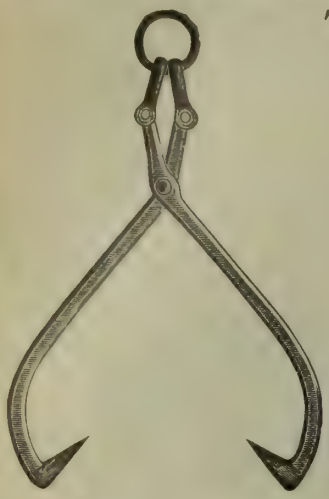
Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

BE READY

TO SUPPLY THE LOGGERS



Large stocks on hand and prompt shipment guaranteed.

Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as :—



Cant Hook Stocks

Loading Blocks

Skidding Tongs

Saw Wedges

Cant Hook Steel,

Etc.





Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Have You Money to Invest?

Are You Interested in Finance?

If so, our present offer will interest you.

THE FINANCIAL POST

Canada's weekly investment and financial journal will be sent you from date to January, 1911, for the sum of $3.00, the amount of the regular annual subscription.

This introductory offer means that you would receive **THE FINANCIAL POST** from now until the end of this year absolutely free of charge.

The special articles and editorial comment of **THE FINANCIAL POST** are acknowledged by Canada's leading financial men to be both authoritative and interesting, and in addition reliable and complete information is always to be found of stock movements, bond and debenture issues, dividends declared, real estate, mining and financial news generally.

Your best interests will be served by availing yourself of this offer.

ASK FOR SAMPLE COPY

Address :

THE FINANCIAL POST OF CANADA

TORONTO

Department of Railways and Canals

QUEBEC BRIDGE

TENDERS FOR SUBSTRUCTURE

NOTICE TO CONTRACTORS

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Bridge Substructure," will be received at this Office until 16 o'clock on Tuesday, the 30th of November, 1909, for the building of the Substructure of the Quebec Bridge.

The General Specification and form of tender will be ready about November 20th ; but in the meantime, Contractors are invited to visit the Office of the Quebec Bridge Board of Engineers, Canadian Express Building, Montreal, for the purpose of securing preliminary information to enable them to submit tenders for this work.

Parties tendering will be required to accept the fair wages Schedule prepared or to be prepared by the Department of Labor, which Schedule will form part of the contract.

Contractors are requested to bear in mind that tenders will not be considered, unless made strictly in accordance with the printed forms, and in the case of firms, unless there are attached the actual signatures, the nature of the occupation, and place of residence of each member of the firm.

An accepted bank cheque for the sum of $120,000 made payable to the order of the Minister of Railways and Canals must accompany each tender, which sum will be forfeited if the party tendering declines entering into contract for the work, at the rates stated in the offer submitted.

The cheque thus sent in will be returned to the respective contractors whose tenders are not accepted.

The lowest or any tender not necessarily accepted.

By order, L. K. JONES, Secretary.

Department of Railways and Canals,
Ottawa, 26th October, 1909.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

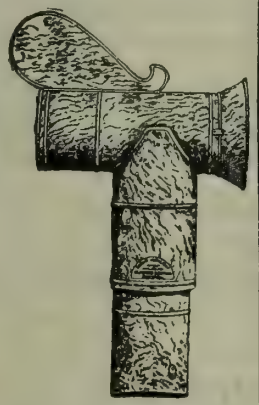
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



SYDNEY, Dec. 6th, 1905.

Dear Sirs:—

Replying to yours of November 28th, we have purchased a number of "J. W. HARRIS ROTARY VENTILATORS" during the last few years, and in every case they have proved satisfactory.

Yours truly,

SHAW & MASON.

Made by

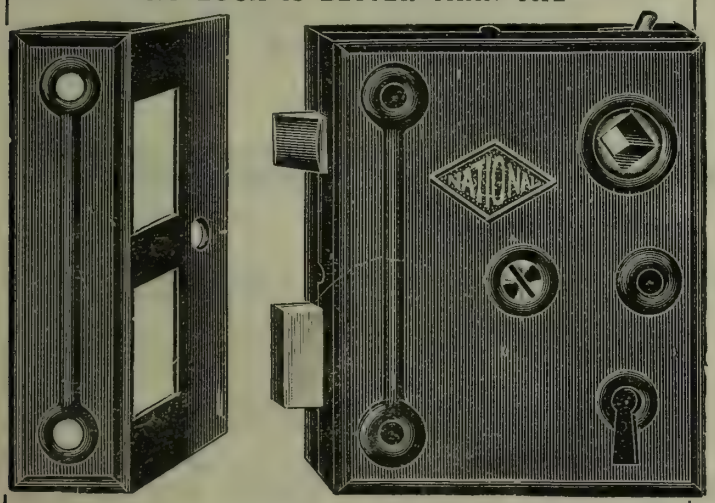
THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

For Strength, Safety, Durability and Finish

NO LOCK IS BETTER THAN THE



NATIONAL STEEL RIM LOCK

They will serve to strengthen your hold on the better class trade.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



Island City Floor Enamel

A Floor Finish of high standard quality. Dries hard as stone, with a brilliant gloss. Made in seven attractive colors.

WRITE for PRICES and COLOR CARDS.

P. D. DODS & CO.

Limited

MONTREAL, - QUEBEC

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

Brnamm

PLAIN ROUND.
CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

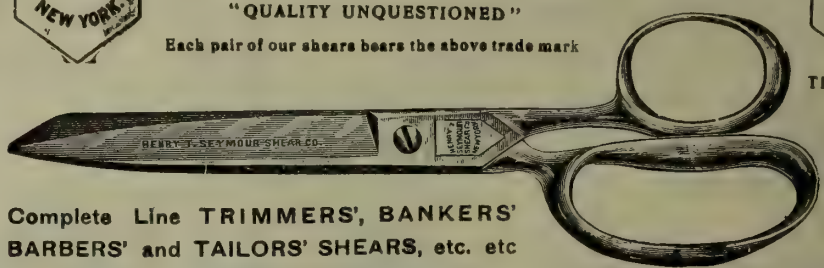
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

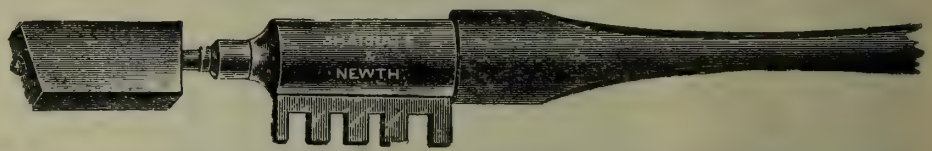
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Dril

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



Every Test Proves the Superiority OF

GREENING'S Patent COW TIE

TWENTY YEARS OF PRE-EMINENCE.

Quality is the basis of all values, and time the critical trial of all things. Long established houses know this, and realize that the only permanent satisfaction in business comes from handling the best.

Greening's Patent Cow Tie has been proved by the tests of time, wear and endurance to be the strongest on the market. Back of it is a reputation of a score of years. These Ties are of seven kinds and are made in six sizes.

We have a complete line of all sizes ready for shipment.

Insist on getting "Greening's" from your jobber.

MANUFACTURED BY

The B. GREENING WIRE CO., Ltd.

HAMILTON, ONT. MONTREAL, QUE. WINNIPEG, MAN.

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

MORE TRAPPING

will be done this fall than ever before. Get your share of the

PROFIT

by ordering now a complete stock of

ONEIDA COMMUNITY GAME TRAPS



NEWHOUSE, HAWLEY & NORTON, VICTOR and ONEIDA JUMP PATTERNS.

INTEREST THE BOYS

by making a window display. It will increase your sales. Many dealers have already asked for specifications and cards for their windows.

WRITE NOW

ONEIDA COMMUNITY, Ltd., Niagara Falls

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is the only practical kind. When you can tell your customer that OUR READY ROOFING is sound all through; that our 2 and 3 PLY will last longer than any other; that our WRAPPING PAPERS and CYCLONE SHEATHING are unique—that means sales.

We Make a Fine Line of Wrapping Papers.

All of these papers are made under the supervision of experts and our experience of years is behind them.

JOLIETTE and CYCLONE, also 2 and 3 ply SHEATHING

BLACK DIAMOND TARRED FELT

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08¼

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber 15c.; Philadelphia. 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

BOILER AND T.K. PITTS

Plain tinned and Spun, 40 per cent. off list.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 70 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union bows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz.,		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets). 4x8 base...		20 00

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2 ..		22 00
Middlesboro, No. 3 pig iron..	19 00	21 00
Summerlee, No. 2 " ..	20 50	23 00
Carron, special	20 50	
Carron, soft	20 25	
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 00
Radnor, charcoal iron	32 00	32 50
Deseronto charcoal iron..	24 00	24 00
Ayresome, No. 3		20 00
Ferro Nickel pig iron (800)		25 00
Angles base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron	2 00	2 10
Refined "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
15x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand. (F.O.B. Toronto)

24 gauge, American		3 25
26 " "		3 40
28 " "	(equal to 26 English)	3 85
10½ oz.	" 28 "	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 89	2½ "	22 14
3 "	21 53	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, tipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers	0 08½	0 09

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c.
Lead waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 25	6 75
Part casks	6 50	7 00

SPELTER.

Foreign, per 100 lb	5 75	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	5 50
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
I X X 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

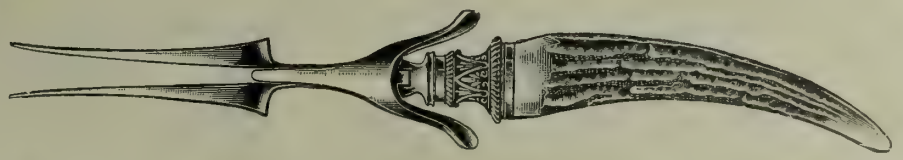
POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 50	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for carlots.

Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.

Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 85
Plain		2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure		0 08
Chrome yellow "		0 16
Golden ochre "		0 10
French " "		0 08
Chrome green "		0 09
French permanent green"		0 13
Signwriters' black "		0 15
Marine black, 25 lb. irons		0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 90

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PLASTER OF PARIS

Per barrel	2 3

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	oronto
Prime white petroleum per gal	0 13½	
Water white "	0 15½	
Pratt's astral "	0 17½	
Castor oil, per lb	0 08	0 08½
Motor Gasoline single bbls		0 16½
Benzine, per gal single bbls		0 15½
Turpentine, single barrels	0 78	0 82
Linseed Oil, " raw	0 73	0 72
" " boiled	0 76	0 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs. "	4 75	4 75
No. 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00
Stovepipe varnish, ½ pints, per gross		8 00

Beeswax, per lb., 40 cents.

Pine tar, half pint tins, 60 cents per doz.

Plaster of Paris per bbl. $2 30

Pure white shellac varnish, in barrels 1 75

Pure orange " " " 1 70

No. 1 orange " " " 1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 80
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	8 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal. 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz. pairs.	
6 carns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELTING.

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10,10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ½ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off

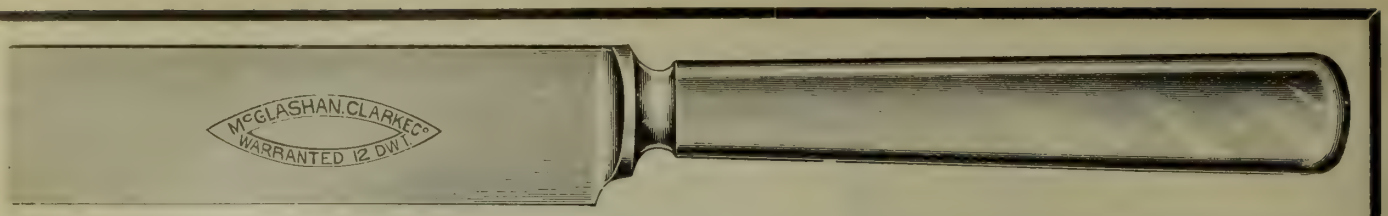
Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., 5½ to 6c.

Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15



FOR THE XMAS TRADE.

A line you can sell rapidly and profitably is the above English Cutlery Steel Knife, made either for dessert or table use, of 12 dwt. plate and hand burnished. They are attractively boxed in ½ dozens.

Send for complete catalogue.

THE McGLASHAN CLARKE COMPANY, Limited - NIAGARA FALLS, C

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian. 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 25

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cars and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	25
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	6 60
Tinners setting ½ lb., doz	4 80
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HINGES.

Blind, discount 50 per cent.
Heavy T and strap, 4-in 100 lb. net 7 25
" " 5-in. " 7 00
" " 6-in., " 6 75
" " 8-in., " 6 50
" " 10-in. and larger 6 25
Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.
Spring, per gro.. No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.53; No. 51, $7.75; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts. 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
½ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Camp stoves and ovens, 5 and 10

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain,	"	5 00

Japanning, 50c. per doz. extra.
Tubular globes, per doz., $1.20.
Lamp wick, 60 per cent.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 85
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 05
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50	4 50

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50 p.c.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 2000
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00



CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 11
"British" Manila	0 09½
Cotton, 3-16 inch and larger	0 21
Russia Deep Sea	0 23
Jute	0 16
Lath Yarn, single	0 09
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 09
" " 60 feet, "	0 65
" " 72 feet, "	0 80
Cotton clothes line, 27½ off.	0 95
Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 35
Staging "	0 37

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb	0 32½

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style, per doz.	8 10

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian No. 1 and 2 grade, 60 and 2½ p.c; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net . $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinued, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50

Nestable, discount 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

GAME TRAPS (steel)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)

Out O' Sight Mouse Traps, per doz	0 60
" " Rat Traps, per dozen	1 20
Easy Set Mouse, per dozen	0 45
" " Rat, per dozen	0 95
Blizzard Mouse Traps, per dozen	0 45
" Rat Traps, per dozen	0 95
Hold-Fast (formerly Devil) Mouse Traps, per dozen	0 25
Hold-Fast (formerly Devil) Rat Traps, per dozen	0 80
5-Hole Tin Chokers, per dozen	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, reacting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz.	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite 5 year, 1 in.	53 00

20 per cent.

STAPLES

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.
Bed staples, No. 14, 100 lbs., $6.75.
Blind staples, per lb., 12c.

WOOD HAY RAKES.

40 and 10 per cent.
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Decatur Bull & Co. 11
Department of Railways and Canals 70
Dieckmann, Ferdinand 72
Directory of Manufacturers 29, 30
Disston, Henry, & Son 6
Dods, P. D. & Co. 71
Dominion Cartridge Co. 40

Dominion Wire Mfg. Co. 15
Dorken Bros. outside front cover, 34
Dougall Varnish Co. 67
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Electrical Specialties, Ltd. 29
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Hingston Smith Arms Co. 59
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Hutton, Jas., & Co. 8, 29

Imperial Varnish and Color Co. 63
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Jack, Watson, & Co. 24
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Jardine, A. B., & Co. 72
Jessop, Wm., & Son. 24
Johnson's, Iver, Arms and Cycle Works 61
Jones Bros. 30
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Kampfe Bros. 39
Kemp Mfg. Co. 45
Kerr Engine Co. inside back cover
Langwell & Sons. 29
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Lewis Bros., Ltd. 7

Lion Metal Co. 16
Lockerby & McComb 10
London Foundry Co. 32
London Rolling Mill Co. 61
Lufkin Rule Co. inside back cover
Lysaght, John outside front cover

McArthur, Alex., & Co. 74
McBrien Mfg. Co. 34
McClary Mfg. Co. 18, 21
McDougall, R., Co. 16
McGlashan-Clarke Co., Ltd. 76
McKinnon Dash & Metal Works Co. 36

Manufacturers' Sales Co. 29, 29
Maple City Mfg. Co. 69
Martin, S. B. 34
Martin-Senour Co. 68
Maxwell, D., & Sons 7
Meaford Wheelbarrow Co. 37
Metal Shingle and Siding Co 37
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Montreal Rolling Mills Co. 63
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Morin, Chas. 34
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Oakey, John, & Sons. 72
Oneida Community 12, 73
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Parmenter Bullock Co., The 29
Partridge & Sons. 79
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Pedlar People of Oshawa 34, 57
Pelton, Godfrey S. 67
Penberthy Injector Co. 32
Peter orough Lock Co. inside back cover

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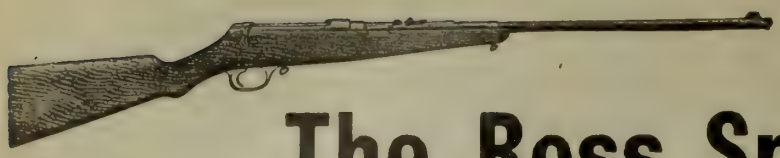
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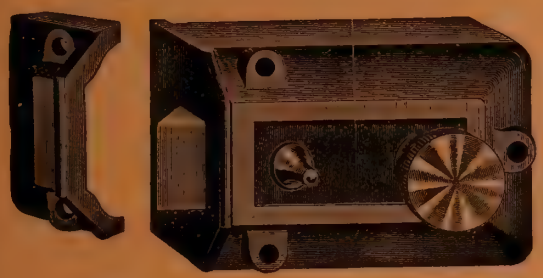
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LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

To Manufacturers of Stoves and Ranges:

Write us, giving particulars of your requirements, and we shall be pleased to submit quotations. We can supply the following qualities of sheets:

Wood's Patent Planished (Russia)
Sheet Iron
Hammered Polished Steel
Wellsville Polished
Leechburg Blue
Oak Stove Body Steel
Range Steel (Dead Flat)
Open Hearth Steel
American Bessemer
Bessemer Blue Annealed
"Apollo" Galvanized Sheets

B. & S.H. THOMPSON & CO., LTD.

381-383 St. Paul Street,

MONTREAL

Agents for United States Steel Products Export Co., American Sheet and Tinplate Dept.

Rubber Belting. For Mines, Lumber Mills, Tanneries, Flour Mills, Grain Elevators, and General Factory Service.

Ask For These Brands: "PARA," "Lumber King" (for regular transmission), "Keewatin" and "Columbia" (friction surface – for high speeds and small pulleys), "Canadian" for conveying ore, grain, etc. No matter how special the conditions, we have a rubber belt guaranteed to do the work.

Rubber Hose. For every regular and special purpose—Hot and Cold Water, Chemical, Brewers, Pneumatic Tool, Air Drill, Steam, etc.

Valves and Gaskets. For every condition of service on largest steamboats, tugs, mines, railroads and general factory use.

Sheet Packings. "STAR" RED SHEET PACKING for highest pressure. "Canadian" Spiral and High Pressure Rings. Many other special Packings.

RUBBER MATS, MATTING and PLAIN RUBBER FLOORING—"Canadian" Interlocking Tiling, "Diamond" Inlaid Rubber Flooring, MOULDED GOODS and SPECIALTIES—For all purposes. RUBBER CLOTHING and a full line of rubbered textile goods. "Canadian" Automobile and Carriage Tires.

Write for our handsome catalogues, or drop a line to our nearest Sales Branch, and our representative will call upon you.

The Canadian Rubber Co. of Montreal

LIMITED

St. John, N.B.
Halifax, N.S.
Montreal, P.Q.
Toronto, Ont.
Winnipeg, Man.



Calgary, Alta.
Regina, Sask.
Vancouver, B.C.
Victoria, B.C.

Mark of Quality

R. J. YOUNGE, Gen. Sales Manager.

D. LORNE McGIBBON, Vice-Pres. and Man. Director.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXI. PUBLICATION OFFICE: TORONTO, NOVEMBER 20, 1909 NO. 47.

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

Pliers Vices

For Sale by Leading Wholesale Houses.

CORRUGATED IRON

with this brand means you are getting a

TRADE MARK REDCLIFFE

Soft, Light, Uniform Iron

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

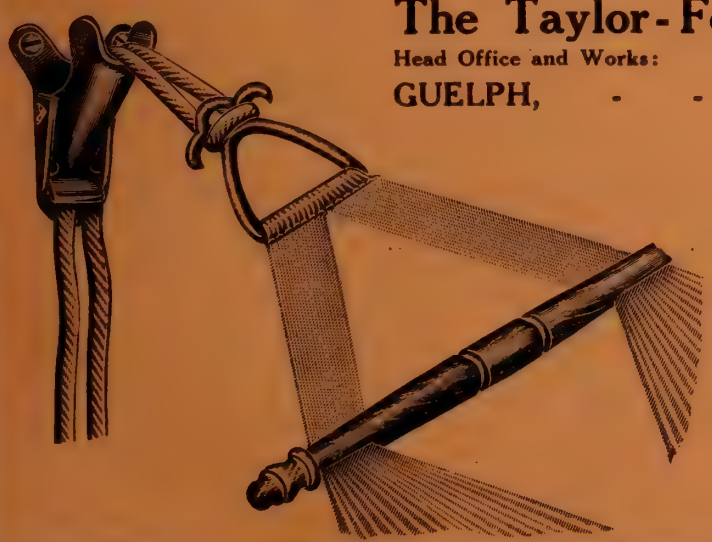
A. C. Leslie & Co., Ltd
Montreal
Managers Canadian Branch

The "LITTLE GIANT"

Automatic Clothes Line Fastener

for holding in position clothes-lines, hammock cords, etc. Save their cost every week in doing away with clothes poles, and in the time of putting up and taking down lines, etc. Line adjusted in a few seconds. A rapid seller which pulls business. Send for details to-day.





The Taylor-Forbes Co., Limited

Head Office and Works:

GUELPH, - - ONTARIO

TAYLOR-FORBES CO., Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY. F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS' AGENCY, London, England

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in HARDWARE AND METAL is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the hardware trade, try a Want Ad. in HARDWARE AND METAL. Address our nearest office.

HARDWARE AND METAL

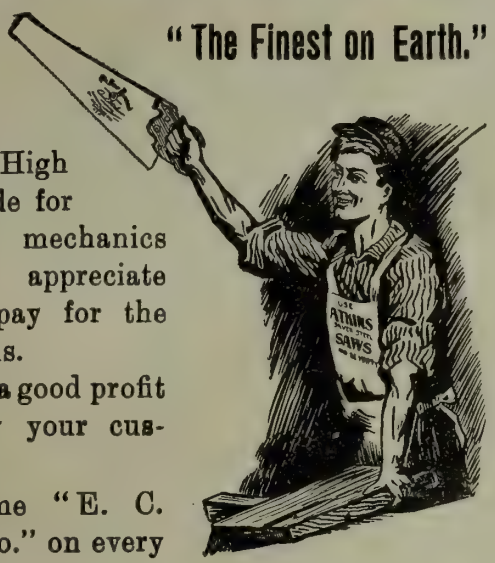
MONTREAL: 701-702 Eastern Townships Bank Bldg.
TORONTO: 10 Front St. East
WINNIPEG: 511 Union Bank Building



ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis, Indiana, U.S.A.

Still's Axe Handles

This name, **STILL,** will be your guarantee that you are handling the finest quality goods on the market.

Try selling nothing but "quality" goods—

STILL'S AXE HANDLES

and see how it pays you !

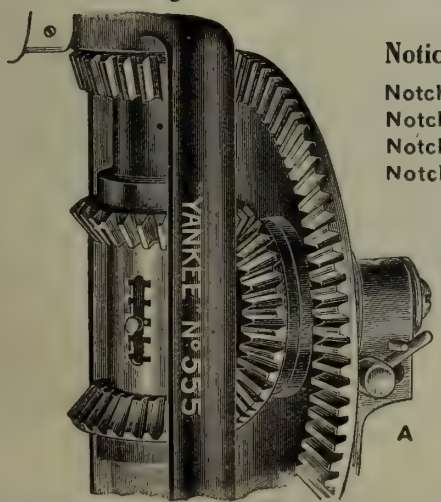


Write for Prices.

J. H. Still Mfg. Co.,
LIMITED

ST. THOMAS - ONTARIO

"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings



A

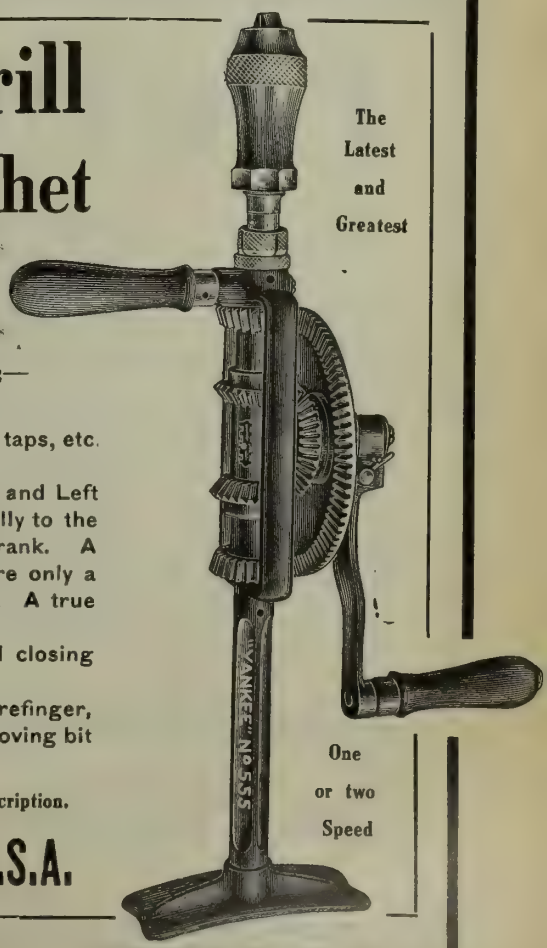
Notice the little shifter between the gears:—

Notch 1—gives you a plain drill.
Notch 2—A Left Hand Ratchet for removing taps, etc.
Notch 3 - A Right Hand Ratchet.
Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
Notch 5—Locks drill for opening and closing chuck.
Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

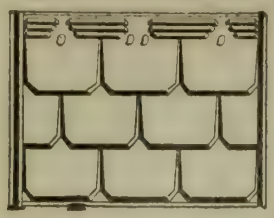
Sold by leading jobbers. Write for full description.

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

The Latest and Greatest



One or two Speed



"EASTLAKE"
METALLIC SHINGLES
BEST BY TEST

Make **all** your customers permanent ones—do not experiment; sell them goods that you **know** will give satisfaction—goods that have **proven** themselves.

25 years ago, after months of experimenting and designing by our experts, in deciding on just the right requirements, we began manufacturing "**Eastlake**" Steel Shingles. We have never changed the first design—in fact, time has shown that it could not be improved upon. We can show you roofs that were covered with "**Eastlake**" shingles the first year and are in perfect condition to-day. Is not this proof that we selected the right design and used the best material—a 25-year actual test proves them the best.

Tell your customers you know "**Eastlake**" shingles are the most satisfactory in every respect — fireproof, weatherproof, durable and easiest and quickest to lay. You are backed by the oldest and largest sheet metal building material firm in Canada—a firm that has always "protected the trade."

The same high quality material and manufacture has placed all our goods in the front rank. **Steel Ceilings and Walls, Siding, Lath, Cornices, Skylights, Ventilators, Finials, Conductor Pipe, Eavetrough,** and a complete line of Architectural Metallic Goods.

Look around you—go after those unsatisfactory roofs; send us measurements for estimates.



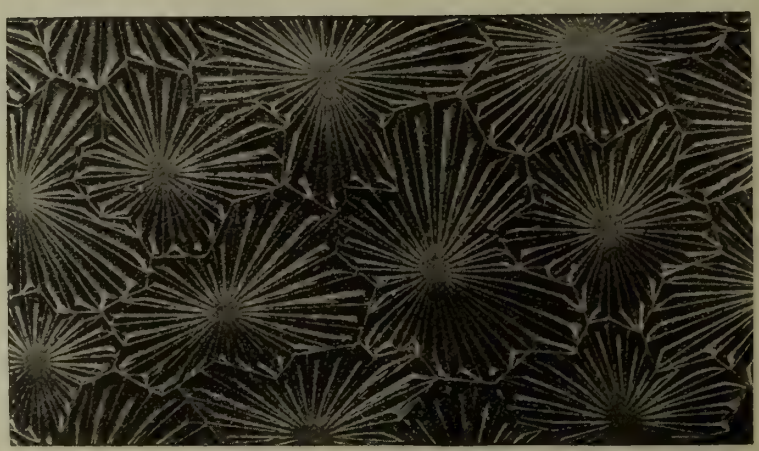
"To my mind AN ACTUAL TEST is much safer than one of those PAPER GUARANTEES that will not hold water."
—The Philosopher of Metal Town.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1672

FIGURED GLASS

We can supply this Pattern in White, Pink, Amber and Green. Prompt Shipment a Specialty



LARGE MURANESE

We have a large and well well-assorted stock of figured glass, and can make shipments same day order is received if desired.

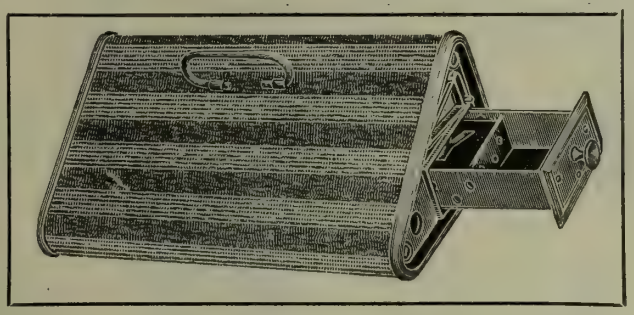
Send us your next order.

The HOBBS Manufacturing Co., Limited

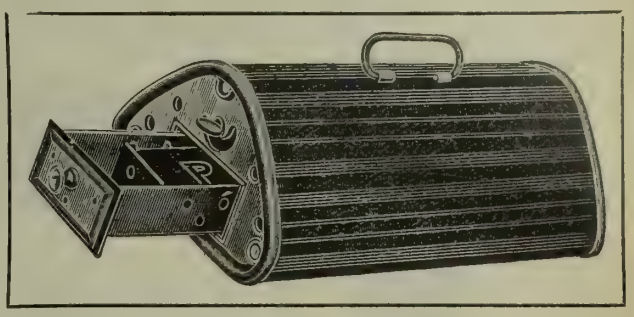
WAREHOUSES AND FACTORIES

TORONTO LONDON WINNIPEG

IDEAL Carriage Heaters



The Ideal No, 1



The Petty No. 2

Did it ever occur to you why you never see an advertisement for Nails, Bar Iron, and such like? The reasons are many:

In the first place, every buyer knows that an up-to-date hardware store cannot be run successfully without such staples; another good reason is that if an advertisement costs anything it would be hard to get this cost out of such unprofitable goods, and, if a hardware dealer depended on such lines to pay his expenses, there would be more failures than there are to-day.

Successful merchants are always looking for something that will satisfy their customers and also pay them well for handling them.

Did you ever try to sell a **Carriage Heater?** If not send us a sample order, and you will then see how easy it is, and the person who buys it will wonder why they ever did without it, as it certainly fills a long-felt want.



Petty Coal is manufactured from best material all through, burns to a clear white ash, no waste or incombustible matter remains, it will not go out when most needed, it burns without smoke, odor or flame.

Ideal Heaters and Petty Coal Are Absolutely Guaranteed.

LEWIS BROS., Limited

Montreal

OTTAWA, TORONTO, VANCOUVER

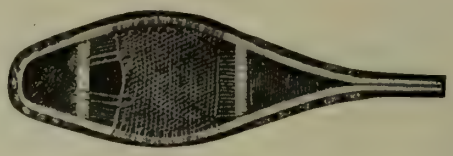
PROFITABLE LINE TO HANDLE

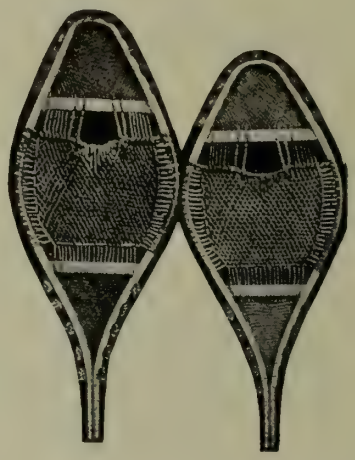
SNOWSHOES

WE CARRY ONLY THE BEST

Do Not Lose Sales By Not Having Them in Stock.









Snowshoes

will soon be in demand

GET OUR PRICES

Largest Stock of

Snowshoes

in the Trade

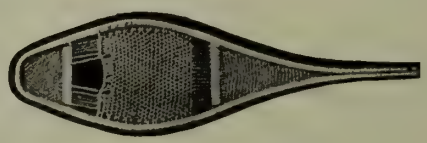


Our Stock consists of

Child's - Boys' - Ladies'
Tramping - Men's - Shanty

and Extra Shanty Snowshoes





Our Snowshoes

are manufactured by the Province of Quebec Indians
and are the best on the market.

SHIP PROMPTLY — SEND US A TRIAL ORDER — SHIP PROMPTLY

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

"IMP" TORCH



FOR ANYBODY

That ever has use for a handy and reliable Torch. Electricians and mechanics highly praise this invention. It holds ½ pint of gasoline and will burn continuously for two hours, giving 2.000° Fah. temperature. Very simple to operate and no danger attached. Made of best of steel, all Nickel Plated.

Send us an order to-day.

The Price is reasonable.

H. S. Howland, Sons & Co., Limited

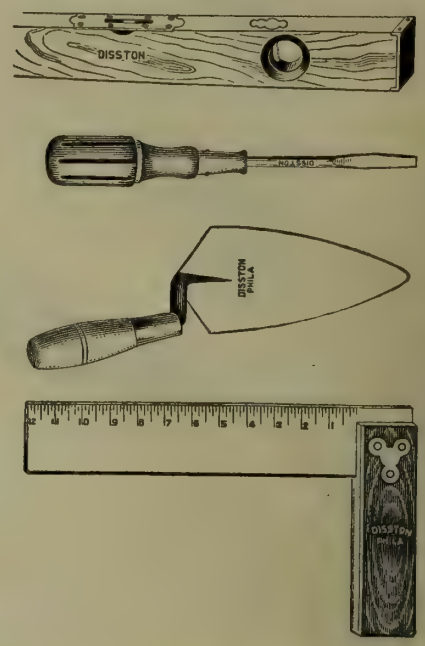
Wholesale Hardware.

We Ship Promptly. **TORONTO** **Our Prices are Right.**

Graham Nails are Best.

There Are the Best Kind of Profits for You in Handling the Disston Line

YOU know how it is yourself—you always buy again from a manufacturer who has proved the honesty of his goods. You are sure of this when you recommend a DISSTON SAW OR TOOL to a new customer—he'll come again to buy. Those dealers who begin trading with DISSTON stay with DISSTON, so that now the DISSTON PLANT (the largest saw-making plant in the world) covers 50 acres. Just so surely will your business grow, and your profits increase by handling the same product that DISSTON handles—DISSTON Saws (the saw you see from sea to sea) and DISSTON Tools and Files.



FREE A postal will bring you the latest DISSTON catalogue, beautifully illustrated. It may be the means of increasing your profits.

HENRY DISSTON & SONS CO., Inc.

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, U.S.A.

PIG IRON

ALL GRADES

Prompt or Forward Delivery

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

"Maxwell" Hardware Specialties

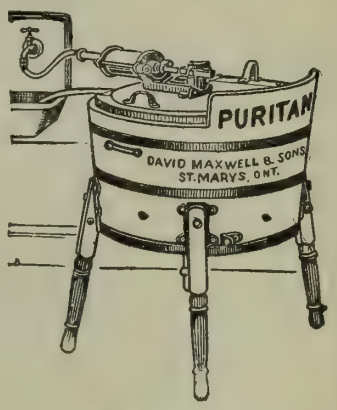


are known and appreciated in thousands of homes throughout Canada. Dealers find them active, steady sellers, particularly as new and improved types are continually being brought out. The latest is the

"Champion High Speed" Washer

This is really a "Puritan" tub and reaching dolly with a new "momentum" driving mechanism. Working the upright lever starts the dolly and also the heavy balance wheel, which revolves several times for every stroke of the lever. The momentum of this heavy wheel keeps the machine running smoothly and makes the "Champion" very quick and easy working.

The "Puritan" Motor Washer



takes all the work out of wash-day. Tap water runs it, in nearly every case at no expense to the user. The motor is simply, strongly made, and is far less liable to get out of order than other water motors. Works on a pressure of 35 pounds up.

The "Blue Belle" Washer

is a new machine of the "rubber" type. While the tub revolves in one direction the upper board turns the opposite way, making the machine wash very rapidly.



The "Blue Belle" Wringer

has no equal either in Canadian or imported machines. Has ball bearings, enclosed gears, swivel tub attachment, five year guaranteed rolls, and is extra well finished.

The New "Royal Mangle"



is a thoroughly up-to-date machine, which we have recently placed on the market. Splendidly made throughout and highly finished. A most useful machine in any family, boarding houses and hotels.

Write for prices and full information about our Churns, Lawn Mowers, Wheelbarrows, etc.

DAVID MAXWELL & SONS

ST. MARY'S, : : : : : : : ONTARIO

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

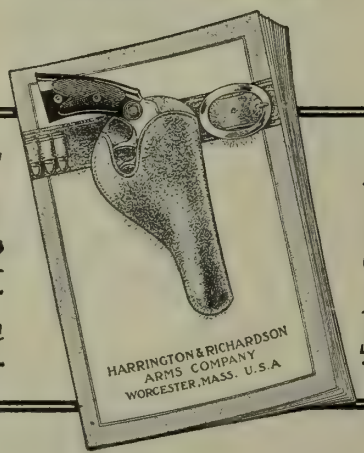
"Big Hit"

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

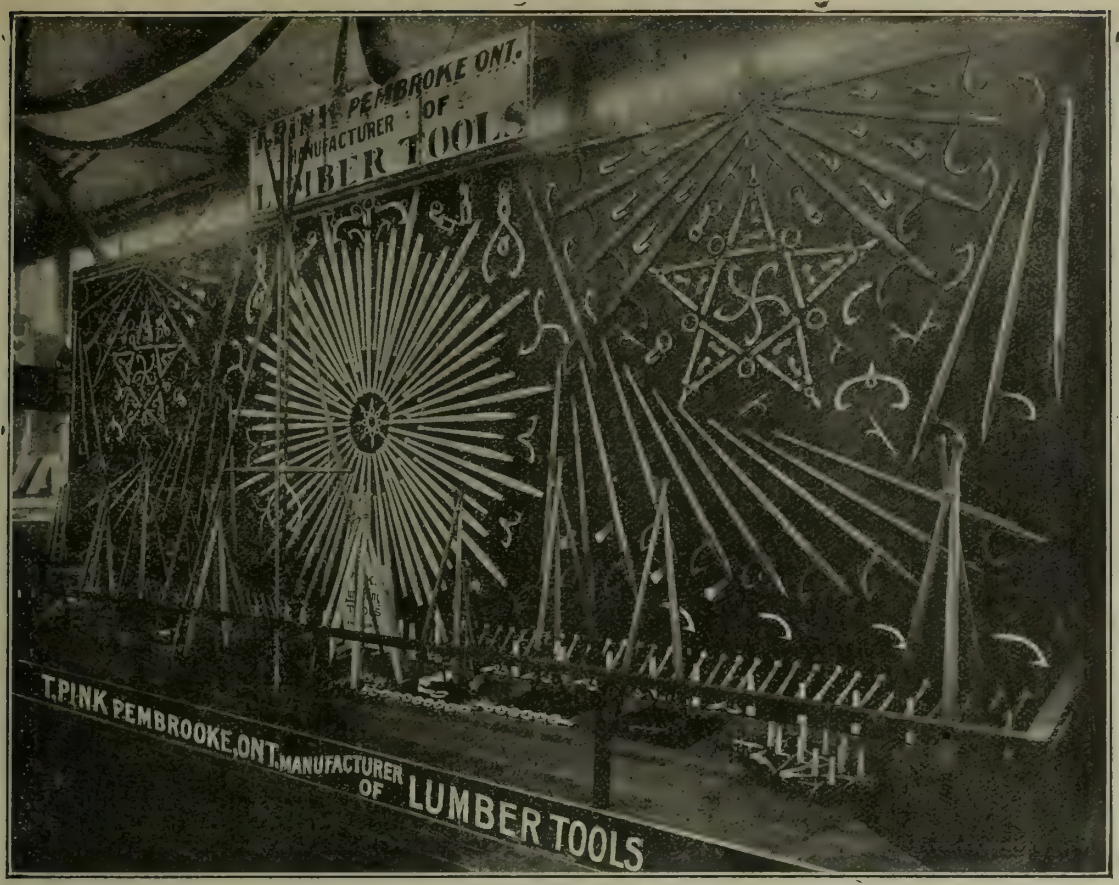
Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.
615 Park Ave., Worcester, Mass.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Crescent Brand

Registered



QUALITY

Is the potent force that has placed "CRESCENT BRAND" BUTTS and HINGES in the proud position they now occupy in the realm of Hardware.

Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of

"Crescent Brand" Superiority

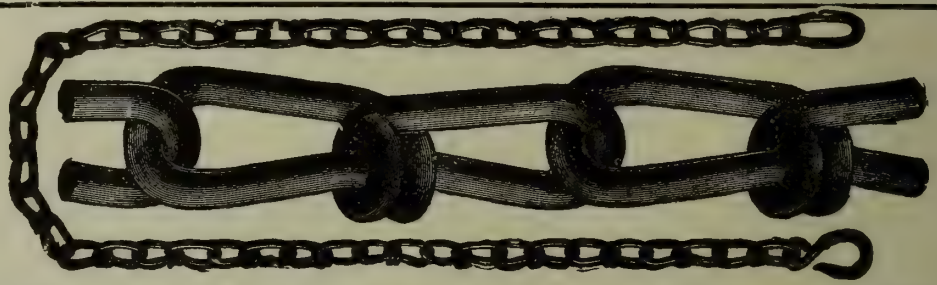
The prices are not any higher than is asked for the inferior makes.

Merchants who desire the builders' and contractors' orders cannot afford to stock any Butts or Hinges that are not made by

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, CANADA

Greening's Steel Wire Chain



If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively. Correspondence solicited.

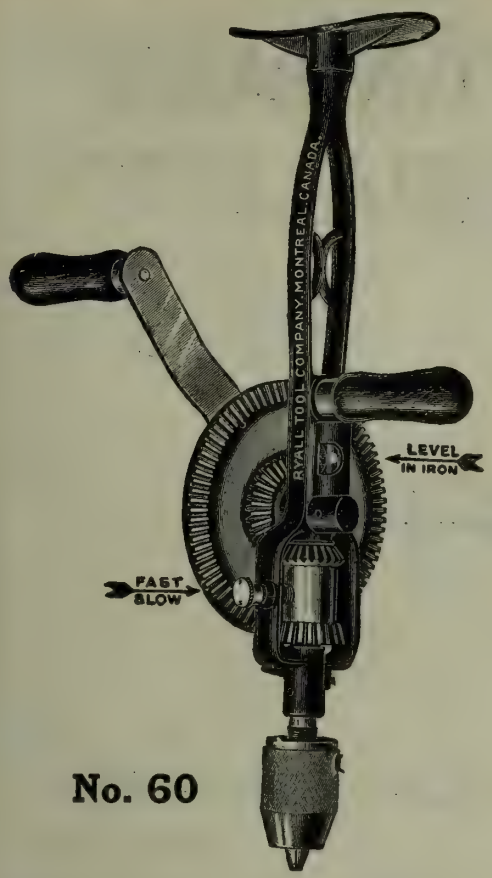
We send cuts with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO., Limited HAMILTON, ONT. MONTREAL, QUE.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



No. 60

No. 60 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLES—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated, three-jawed chuck with knurled sleeve, holding round straight shank drills No. O-½ in. in diameter.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other, readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S", at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight: - 61 lbs. per doz.
Packed one drill only in a linen reinforced cardboard box.

Write for catalogue

Decatur, Bull & Co.

Selling Agents MONTREAL, CANADA

THE Dealer who builds up a successful business is the man who handles "STANDARD" goods.



This brand on a package is a guarantee of quality.

For over a third of a century we have been manufacturing

Wood Screws, Wire Nails, Tacks

Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

ASK YOUR JOBBER FOR OUR GOODS

CANADA SCREW COMPANY, Ltd.

TORONTO HAMILTON MONTREAL

"BANNER" BURNERS

the STANDARD of QUALITY

The Safety Covering is a protection from fire.



No dust, charred wick or dead insects collected.

Satisfaction Makes Quick Sales

Ontario Lantern & Lamp Co., Limited

Hamilton Ontario

HOLIDAY PRIZE COMPE-TITIONS

SIX PRIZES FOR WINDOW DISPLAYS

For the three best selling window displays shown in a city over 10,000 population, and for the three best in towns and villages under 10,000 population.

In each division there will be three prizes as follows: 1st, $5 in cash; 2nd, and 3rd, copies of "Hardware Window Dressing" (cloth bound) $2.50—making in all six prizes, totaling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, made up of articles usually sold in hardware stores, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

TWO PRIZES FOR HOLIDAY ADS.

Two prizes of $5 each are offered for the best newspaper advertisements about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. As in the window competition, a division is made, one prize being open to those in cities over 10,000 population, and another to those in smaller places.

With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad, and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

Address: "The Editor HARDWARE AND METAL," 10 Front Street East, Toronto.

Open to Canadian Hardware Merchants and Clerks

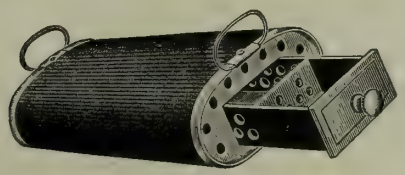
Genuine Clark Heaters

Best Foot Warmer Made

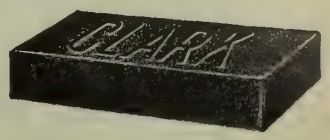
For Driving or Home Use.



No. 7D. 14 inches long, cold drawn steel ends, heavily nickel-plated, covered with superior Brussels carpet.



No. 3D. 14 inches long, covered with Brussels carpet.



CLARK'S COAL. 25% more efficient than any other. A single brick will furnish good heat for 12 to 16 hours.

Cost of Fuel Less than One Cent Per Hour

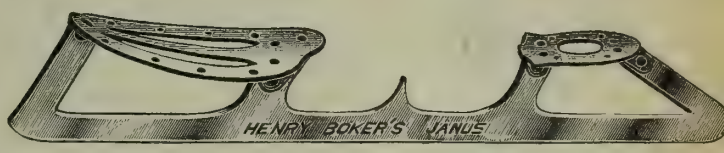
Boker's Hockey Skates

are made from high-grade material by specially skilled mechanics, to suit the requirements of leading Canadian hockey players.

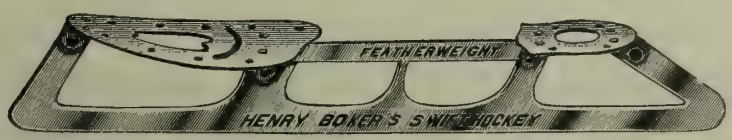
Every Skate is Carefully Inspected.



No. 5577½. HOCKEY KING, tempered tool steel runners. A light, graceful skate, fine nickel finish. Very popular among the best hockey players.



No. 78. JANUS, forged and tempered steel runners, well nickel-plated, puck stop, double heel supports.



No. 3692. SWIFT, featherweight hockey skates, forged and tempered steel runners, fine nickel finish.

Caverhill Learmont & Co

Montreal and Winnipeg

Modern Building Construction

is calling for more Structural Steel each year! How about handling this paying proposition for us? It is right in your line, as you probably have many of the builders and contractors already on your books. Find out their requirements—we will quote you close prices, and assist you all we can.

Write us to-day.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

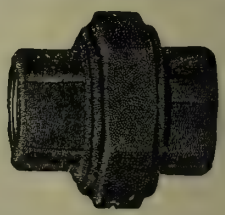
Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



It pays to buy a High-class Broom!

And there is no broom on the market so chock full of quality points as the

"PANSY" BROOM

It is an article you can conscientiously recommend and profitably dispose of. The corn used is selected from the finest crop grown, the workmanship is of the best, the handle straight and well-finished, and the size and weight are just what the women want! For profit push the "PANSY." Send for prices.

BUY FROM THE MAKERS.

H. W. NELSON & CO., Limited

TORONTO, CANADA

THE

DOMINION SPECIAL

FIELD *Fence*



Manufactured by

THE DOMINION WIRE MFG CO. LIMITED

MONTREAL, CANADA.



Protection From Fire

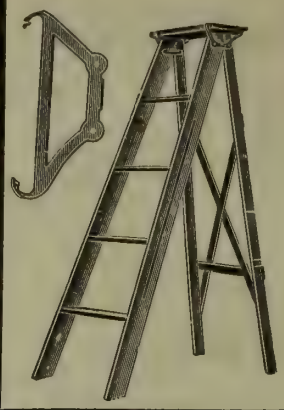
is assured to all those who have the

DAVY AUTOMATIC SAFETY FIRE ESCAPE

handy. It will enable them to escape from any building and is a line you can handle with much profit. Awarded the $100 prize for the best escape in the recent Commercial Travelers' Contest.

Write for Booklet

U. S. FIRE PROTECTION CO.
Utica, N.Y.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.



"LION BRANDS"



Manufacturers of and Dealers in

Solders— Wiping, Bar and Wire
Leads— Pig, Caulking
Babbitts.
Tin— Block and Strip
Zinc Spelter,
Antimony.

The Lion Metal Co., Montreal

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada LIMITED

"THE AYLMER ADJUSTABLE BASE LIFT PUMP"



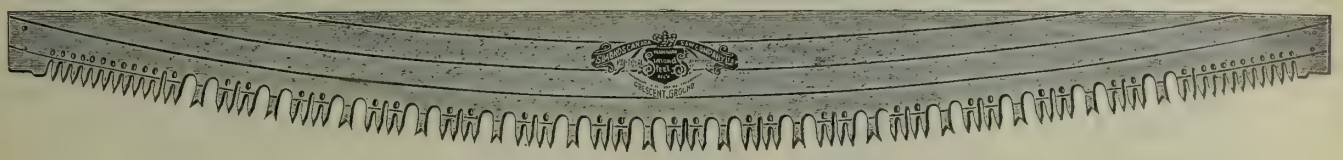
This pump is fitted with our Adjustable Base and will accommodate itself to any and all surroundings. By this arrangement the spout can be instantly adjusted to any height above the platform, has our Siphon Spout and Reservoir Head, long heavy Handle with large Polished Steel Bolts, which insures Long Life and a Smooth-working, Noiseless Pump. This also makes a very desirable Pump for Drilled Wells.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

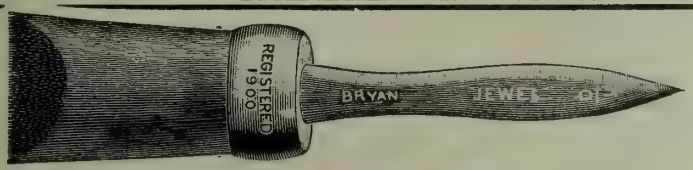
Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



PROMOTE PROFIT by

HANDLING THE HIGH-CLASS

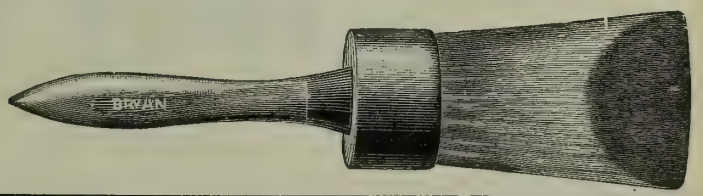
BRUSHES, BROOMS AND WOODENWARE

MANUFACTURED BY

Thomas Bryan, Limited

London, Ontario

Western Representatives—Winnipeg Paint & Glass Co., Limited
Winnipeg, Calgary and Edmonton



WOSTENHOLM'S CUTLERY

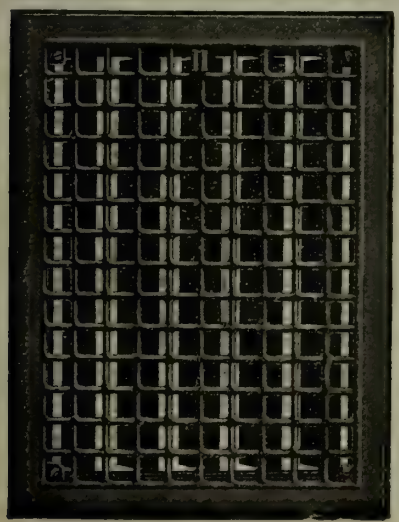
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.

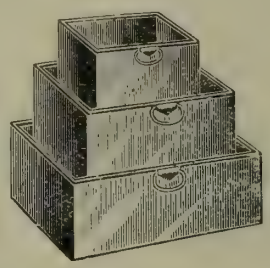


STORY CAKE TINS

For the Holiday Trade

These are just the thing for the Christmas Cake, and you know our quality.

Round and Square



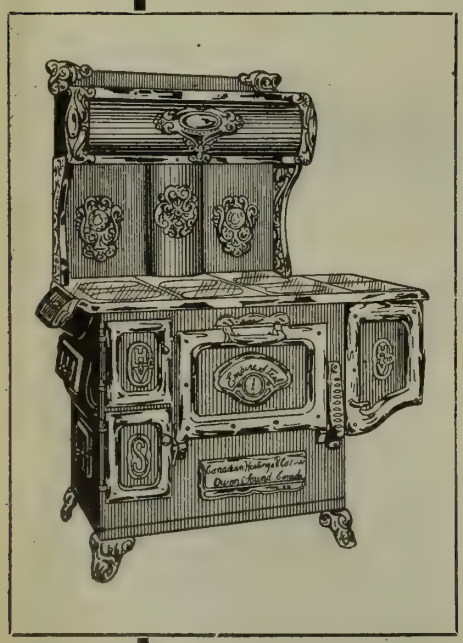
Solid or Loose Bottoms

We also have an 8x8x2 pie plate with perfectly straight sides, just what is wanted. Try a few and see how they go.

McCLARY'S

London Montreal Toronto Winnipeg Vancouver Hamilton St. John, N.B. Calgary

Not theories, but crystallized experience



has enabled us to embody in our

"EMPIRE" STEEL RANGE

features which make it without a peer! In no range is such even heat distribution possible, and in few are the cleaning facilities so simple. Its price moreover will surprise and interest you.

Write and ask for full details.

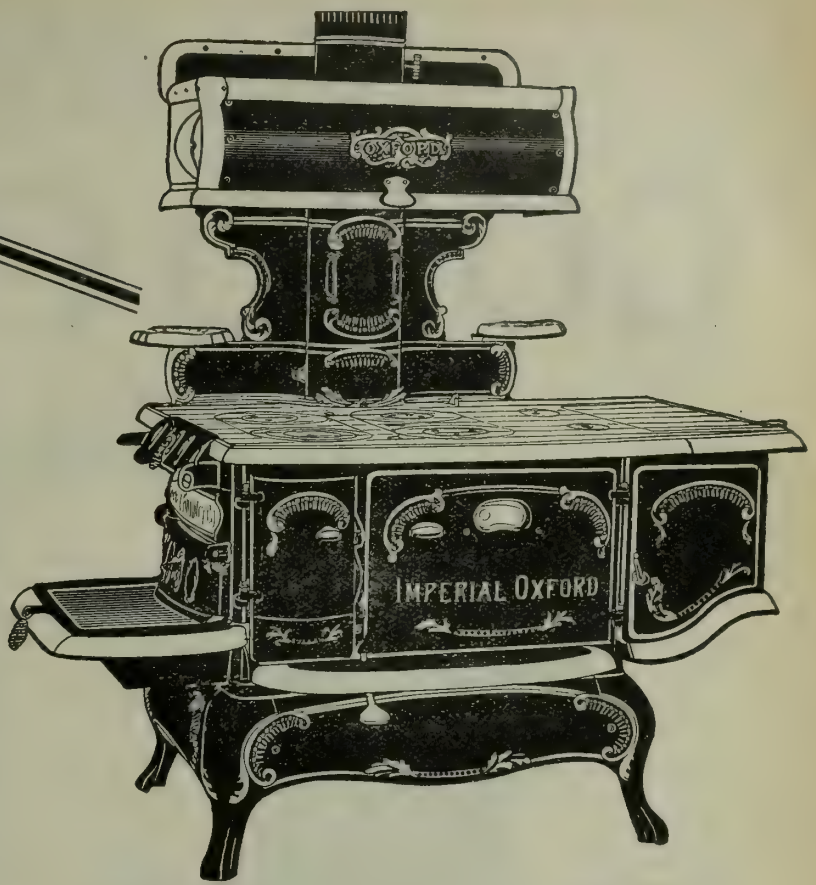
THE CANADIAN HEATING & VENTILATING CO., LIMITED

OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

EVERY IMPERIAL OXFORD RANGE YOU SELL PROCLAIMS YOURS AS A QUALITY STORE

"An Enviable Reputation"



IMPERIAL OXFORD WITH RESERVOIR AND HIGH CLOSET

That's just what every ambitious merchant desires—the confidence of his trade, and what surer method than in dispensing quality—a needful factor, a positive necessity towards stove satisfaction. So with this preliminary we again bring to your notice the "Imperial-Oxford" Range. Words are hard to get—the kind that best express the qualities that this range possesses.

If you are a Gurney-Oxford dealer, then we are of one mind—enthusiastically so. To you, Mr. Merchant, who may not know this range—then for your reputation's sake—your bank account's sake—aye—even for your health's sake—ask us to prove why it will best suit your trade—why it will mean quicker and more permanent sales—and lastly, why there's less worry and much benefit to the dealer who sells the Gurney-Oxford Lines.

Don't you want to know the answer to all this? We want to tell you.

THE **GURNEY FOUNDRY CO.,** LIMITED

GURNEY-OXFORD

TORONTO, HAMILTON,
MONTREAL, WINNIPEG, EDMONTON,
CALGARY, VANCOUVER

GARNET "GOOD CHEER" RANGES

With 20-inch oven and 4 or 6 hole top



This is a range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

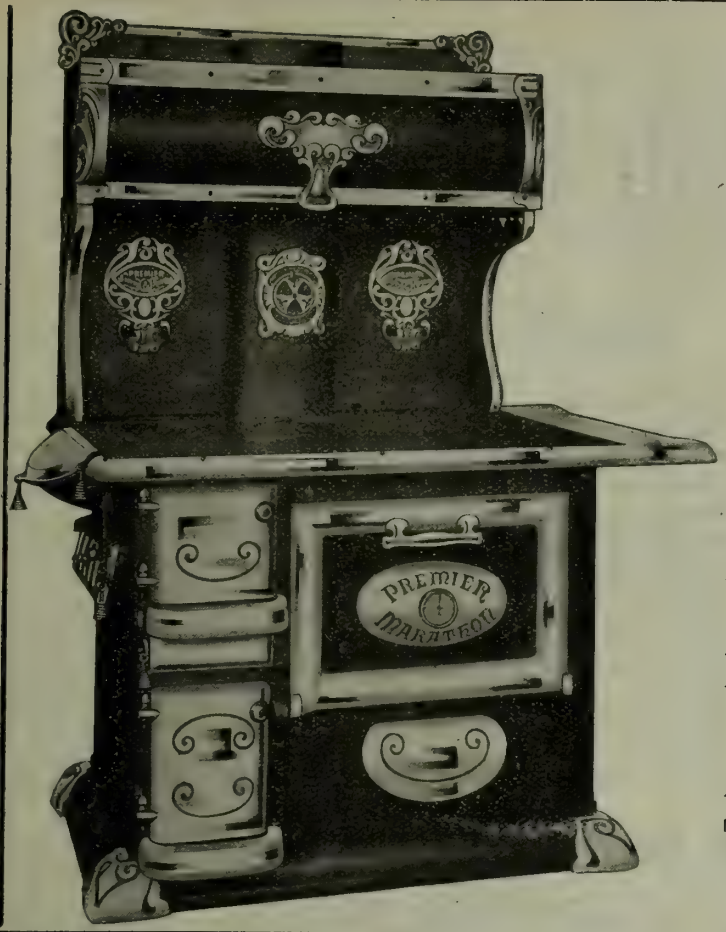
We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You.

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba



DAVIDSON'S
"Premier Marathon"
STEEL RANGE

IS NOW A LEADER on account of its proved perfection and neat appearance

We have used heavier gauge steel than usual in making the body of this range.

Special attention has also been paid to adapting the fire box for wood as well as coal and it will take comfortably a 28-inch stick.

The New Duplex Draft with which every "Premier Marathon" is fitted assures perfect combustion at both ends of the fire box.

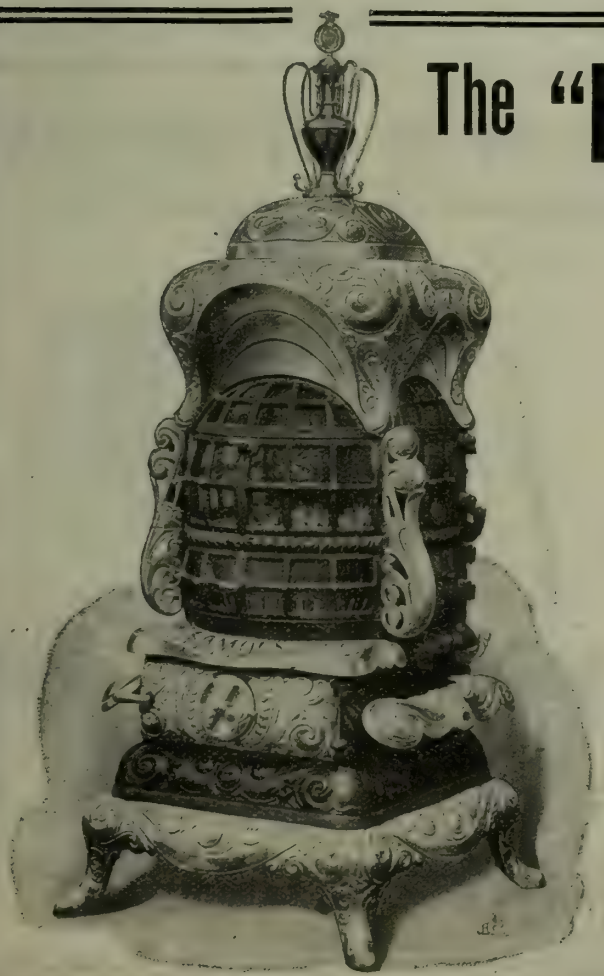
This range has many other desirable features and the number of repeat orders received plainly show that the criticising public have found them satisfactory.

Write for Illustrated Circular.

Made only by

The Thos. Davidson Mfg. Co., LIMITED

MONTREAL and WINNIPEG



The "Famous" Base Burner

—Here it is—

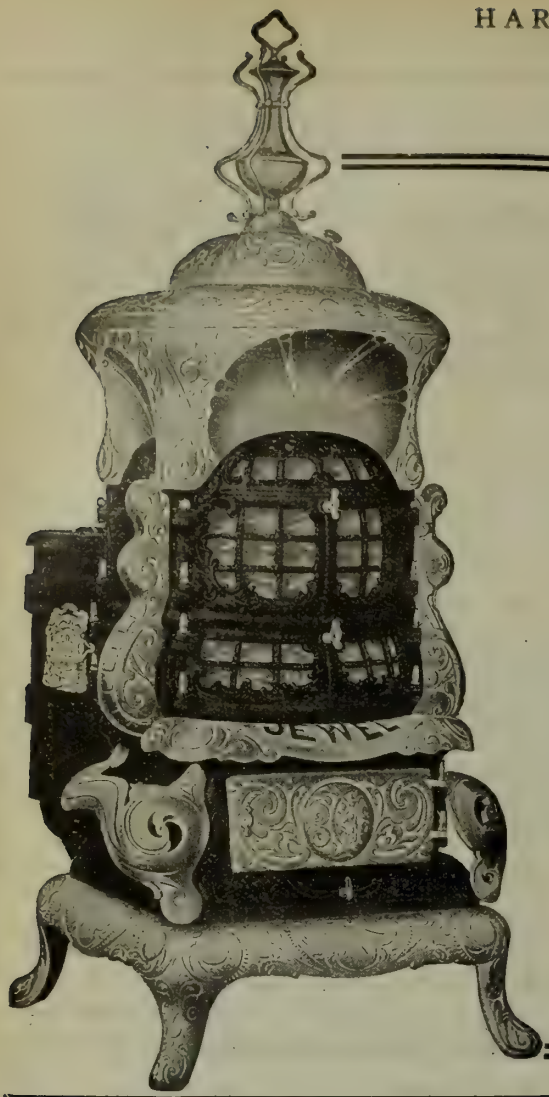
You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.

Montreal, Winnipeg, Hamilton, Calgary.



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater With Its New 1909 Dress

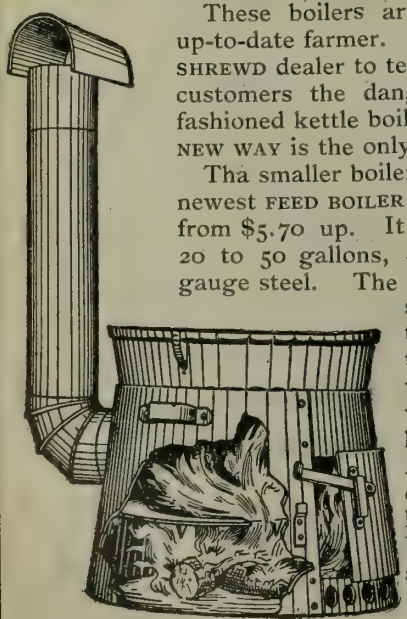
Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.
The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been redressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.
Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED

Hamilton, Canada

Two Real Farmer's Friends



These boilers are necessities for every up-to-date farmer. It will be easy for the SHREWD dealer to tell his farmer friends and customers the danger of having an old-fashioned kettle boiling in the yard. The NEW WAY is the only SAFE WAY.

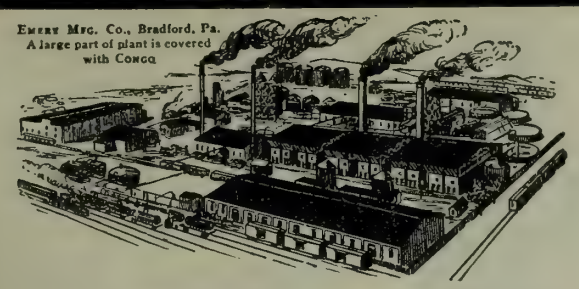
Tha smaller boiler, the RUHMANN, is the newest FEED BOILER on the market, and sells from $5.70 up. It has a capacity of from 20 to 50 gallons, and sells on sight. 12 gauge steel. The LARGE boiler is a sure seller, too. It is just what the farmers need, and at this time of the year it will attract. It will boil water in 20 minutes. We have different weights. Approximate weight of of this size, No. 25, 225 lbs. ; of No. 30, 311 lbs. We have 25-gallon pots also, weight, 51 lbs.



RECORD FOUNDRY AND MACHINE COMPANY, LIMITED

MONTREAL and MONCTON, N.B.

Sales Agencies at Toronto, Winnipeg, Vancouver, Calgary, St. John's, Nfld.



Emery Mfg. Co., Bradford, Pa.
A large part of plant is covered with Congo

CONGO NEVER LEAK ROOFING

THE GUARANTEED ROOFING

One of the most attractive features about Congo is that you get a genuine Surety Bond with EVERY ROLL. This Bond is issued by the National Surety Company. EVERY roll of 3-ply Congo is guaranteed for a period of TEN YEARS if printed directions are followed.

Thus the buyer is protected for a long time by the strongest guarantee ever i sued, backed by a Surety Company whose bond is as good as the Government's.

That Congo is made of the right stuff durab.e and lasting, is attested to by the fact that the Surety Company was willing to back it, and for so long a period.

Congo is really a better purchase than ever before.

In addition to the Surety Bond, we furnish with every roll GALVANIZED CAPS, instead of the tin caps or nails supplied by others The galvanized caps can't rust or bend or break. Liquid cement is also furnished free.

We mean to get the roofing trade of the country and think these SPECIAL FEATURES will come pretty near landing it.

Send to-day for free Sample of Congo and a copy of the Guarantee Bond.

UNITED ROOFING AND MANUFACTURING CO.
PHILADELPHIA, PA.
Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal., Mechanics Supply Co., Quebec: S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N. S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.

WATCH

This space next issue for announcement of the

ACME
FLEXIBLE STEEL
DOOR MAT

of interest to every hardware man, because it makes for him good

MONEY

ACME STEEL GOODS CO.

MANUFACTURERS
Main Office and Works: 2834-40 Archer Ave.
CHICAGO, ILL.

151 Lafayette St.
NEW YORK CITY

Empire Bldg.
ATLANTA, GA

Here We Are Again

The old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

HOCKEY STICKS



ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.10

When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

PRESTON :: :: :: ONTARIO

"Brantford" "Roofing"

FREE

A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited
Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited Market and Louise Sts.
Montreal Branch: 300 St. James St., Montreal, Que.

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire
and
"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



See the Diamond

IF you wish to be certain of getting perfection of fit, threading and finish in your

STEAM AND GAS
FITTINGS

you must specify

'Diamond' Brand

WHOLESALE ONLY.

THE OSHAWA STEAM & GAS FITTINGS CO., LIMITED
Oshawa, Canada

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

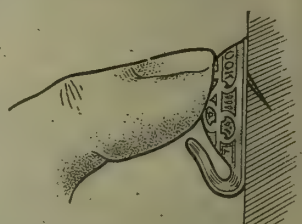
FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

THE HANDIHOOK IS A SURE SELLER

"DON'T LOOK FOR A HAMMER! DON'T SCREW IT IN!"
THATS WHAT TO TELL YOUR CUSTOMERS ABOUT IT.

Simply press the Handihook with your thumb. That's all it needs. Once up, it'll hold 10 pounds as easily as it does an ounce. And it won't disfigure your wall or woodwork.

For hanging the hundred and one things around the home, office, store or factory, the Handihook is the best hook ever devised. Can't be beaten for hanging pictures, signs, calendars, coats, waists, skirts, whisks, towels, reference books utensils, etc. Made in gun metal, nickel and antique copper.





WRITE US FOR PARTICULARS. SAMPLE ON REQUEST.

THE MANUFACTURERS' SALES CO.
Sole Distributers for Canada.
F. H. REID, Mgr. - - Birks Building, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

JOSEPH RODGERS & SONS,

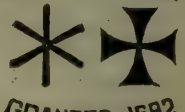
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

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PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
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FURS Do you trap or buy Furs? I am Canada's largest dealer, I pay highest prices. Your shipments solicited. I pay mail and express charges; remit promptly. Also largest dealer in Beefhides, Sheepskins, etc. Quotations and shipping tags sent free. 6
JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Corrugated, asbestosned, fire-proof stove pipe thimble, cast both ends, pipe resting against points or projections, impossible to get hot, the only real fireproof thimble made; send for catalogue of these and our other hardware specialties. Mfd. by
The COLLINS Mfg. Co., TORONTO

MANUFACTURERS' AGENTS.

R. B. COULSON
Manufacturers' Agent
454 St. Paul Street : : Montreal
Successor to
COULSON & BLAIKIE
Connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg: 132-134 Portage Ave., East

MANUFACTURERS' AGENTS.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

J. L. BECKWITH & CO.
MANUFACTURERS' AGENTS
are open to consider British Columbia representation for good Eastern Agency.
Sample Rooms, Mahon Bdg., Langley St.
P. O. Box 774 VICTORIA, B. C.

T. W. HEMPHILL & CO.,
Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

MANUFACTURERS' AGENTS.

The Manufacturers Sales Co.
MONTREAL
Frederick H. Reid, Manager
Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

CHAS. MORIN
89 Dalhousie Street, - QUEBEC
Specialty Manufacturers' Agent
18 years' experience. 3 travellers calling upon retail trade in Quebec district. Open for good lines in HARDWARE SPECIALTIES.

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THOMPSON & GUNN
333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

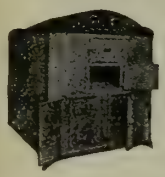
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Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

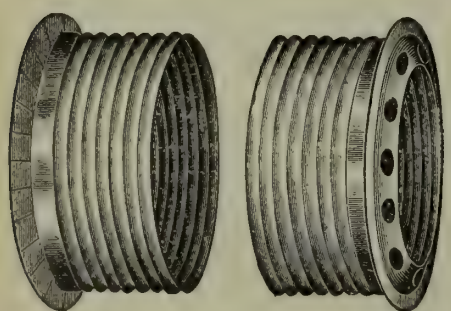
PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto. Ont.
Phone, Parkdale 3188.

O.K.

Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections, which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

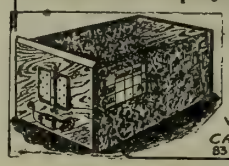
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.
ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SNAPS.

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo The Steel Spring Snap that has a "snap."
No. 400 King The Snap without a peer.

SOLDER

HOW ABOUT SOLDER?
Our Phone No. is Main 1729
We will be pleased to quote you
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STEEL TANKS.



MAPLE EVAPORATORS
at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.
Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

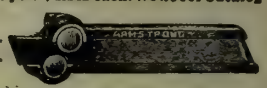
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JONES BROS.
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Stove Brick — Stove Castings
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Asbestos Cement
Brick for Fire Places

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ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



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VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
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Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Factory 55 St. Paul Street
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MONTREAL



ROWE Sanitary Lavatory
A MODERN LAVATORY WITH OUT PLUMBING EXPENSE.
The Rowe Sanitary Lavatory costs less than washstand, bowl and pitcher, and is infinitely more convenient. Looks just like a running water lavatory and is practically as useful. Consists of a rustless, galvanized iron tank, with plate mirror front; white porcelain basin; galvanized iron pedestal, enameled white inside and out; nickel-plated brass fittings, nothing to break or rust. Perfectly sanitary. Placed anywhere without injuring wall or floors. Indispensable in country houses, hotels, etc.
AGENTS WANTED EVERYWHERE.
Live dealers can secure sole agency for locality by applying now. This is the best proposition on the market to-day.
The STEEL TROUGH AND MACHINE CO.
TWEED, ONTARIO Limited



Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***



FOR WOOD FURNITURE

THE

Sliding ...ure Shoe

SUCCESSOR TO OLD FASHIONED WHEEL CASTOR

Made in all sizes for all kinds of furniture, metal beds and pianos. Two kinds: Mott Metal and Glass Base. Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives:
Coulson & Blaikie, - Montreal, Que.

Western Representatives:
G. W. Endress, - Winnipeg, Man.
E. R. Bollert, - Vancouver, B.C.

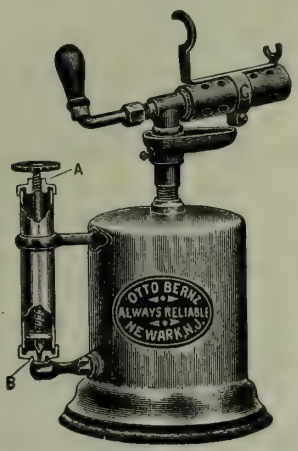
Onward Manufacturing Co.
Berlin, Ont. Menasha, Wis.

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



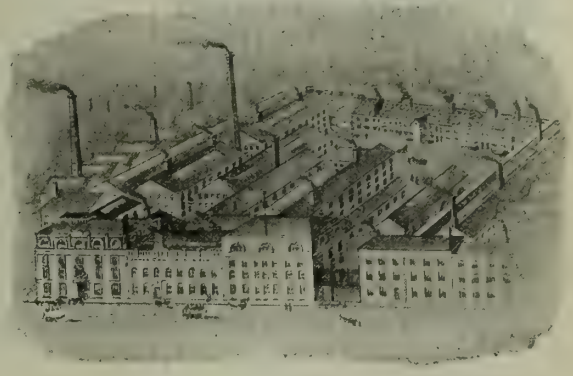
OTTO BERNZ
13th St., Newark, N. J.

JAMES GARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASSFOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

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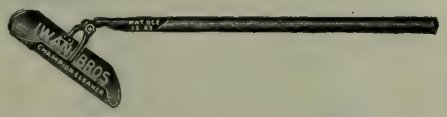
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make a neater and quicker job of your spout hanging than tin strips.



Holds the pipe firmly on all sides. 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work **Iwan's Adjustable and Stationary Drain Cleaners** are the most practical and labor saving on the market.

ASK YOUR JOBBER FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—TOM MURRAY, Chicago.

Catalogue of 128 pages, showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.



IMPERIAL STANDARD SCALES

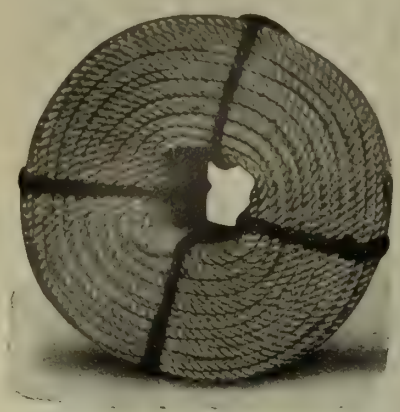
Wagon Scales from 3 to 15 tons capacity of the very best pattern and strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers.

The Burrow, Stewart & Milne Co., Limited

HAMILTON, - ONTARIO



PLYMOUTH ROPE

MADE BY

PLYMOUTH CORDAGE CO ---- PLYMOUTH—WELLAND

¶ A Satisfied Customer is the best advertisement you could possibly have ; therefore you should give each customer the best value for his money.

¶ This, in the case of rope, does not mean the greatest number of pounds for a certain sum, but rather the greatest length, together with the necessary strength and durability.

¶ **PLYMOUTH** rope is made with this end in view. Costs a little more per pound but will be found cheaper in the end and much more satisfactory. Quality in rope is economy.

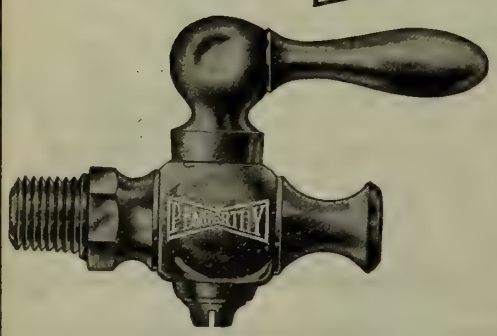
¶ The successful dealer appreciates the above facts and demonstrates them to his customers.

INDEPENDENT CORDAGE CO., LTD.

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

TRADE PENBERTHY MARK.



We make a full line of Air Cocks and Radiator Air Vents.

When you buy Air Cocks Get good ones

There are lots of cheap ones that cost you as much as the "Penberthy" kind.

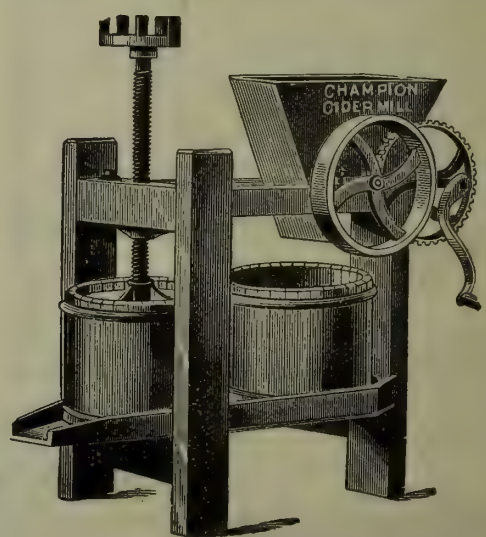
Specify "Penberthy" when you order

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

YOU MAY WANT STEAM GOODS



J. M. T. Injector

Works under the greatest range of pressure and other conditions.
All machines thoroughly tested and fully guaranteed.

INJECTORS, INSPIRATORS
STEAM TRAPS
VALVES
ETC.



The Heintz Steam Saver

A thermostatic steam trap, operates at a variation in one degree of temperature, simple, efficient, durable, can be placed in any position.

SEND FOR CIRCULAR

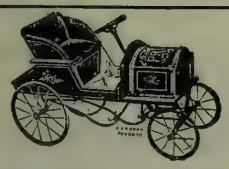
If in need of anything in the Steam Goods line, write us for particulars. Only reliable goods handled.



The Genuine Hancock Inspirator

A double tube boiler feeder. The "Old Reliable"—preferred by many engineers to the single tube injector.

The **James Morrison Brass Mfg. Co.,** Limited
93-97 Adelaide St. W.
TORONTO



Automobile. List $11.80.



Doll Sleigh. List $2.80.

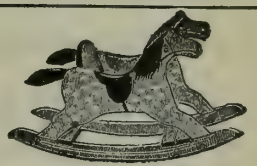
Christmas Comes But Once a Year

and you, sir, are anticipating your annual harvest from big business. Are your stocks right to meet the demand in the Toy Department? Here are just four lines that will draw business for you. Time is getting short.

ORDER THESE WITHOUT DELAY

TORONTO Gendron CANADA
SPECIALTIES
(Made in Canada.)

The Gendron Manufacturing Co., Ltd. TORONTO CANADA



Shoofly. List $16.80.



Rowing Waggon. List $6.00.



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

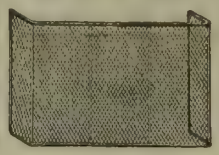
A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

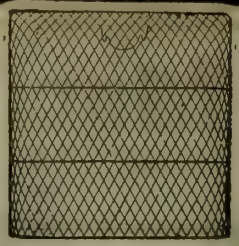
¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

SPARK PROOF FIRE GUARDS AND FEEDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.

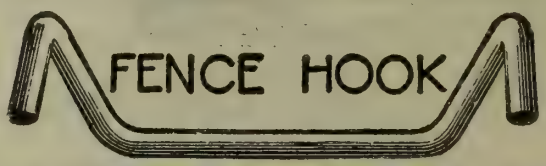


CANADA WIRE GOODS MFG CO., Hamilton, Ont.

We manufacture all grades of *Wire Cloth and General Wire Work.*

We solicit your inquiries.

GALVANIZED FENCE HOOK *For Fastening Wooden Picket of Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SELL DENNIS IRON STABLE FITTINGS

There is a growing demand for them. Whenever new stables are being built or old ones remodelled or renovated our stable fittings should be introduced.
They give the stable a modern, attractive appearance, make it thoroughly sanitary and wholesome—and they never wear out.
We make a special feature of this line and quote prices that make it possible to furnish a stable in a complete modern style at a very moderate cost.
Send for Special Booklet and Price List—with terms and discounts to dealers.

DENNIS WIRE & IRON WORKS CO., LIMITED
LONDON, CANADA
Toronto Office, 103 Pacific Bldg.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.
Write for prices. We also manufacture tacks, nails and hardware specialties.

The McBrien Mfg. Co., Limited
Dovercourt - - - - - - Toronto

Seen the FREE Book about 100-year shingles? Shows how to get most for your money in roofing anything that's worth roofing right. Proves the saving we'll make you. News for you about shingles that last a century. Get a copy. Ask nearest office.

PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
313 New York Life Building - MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

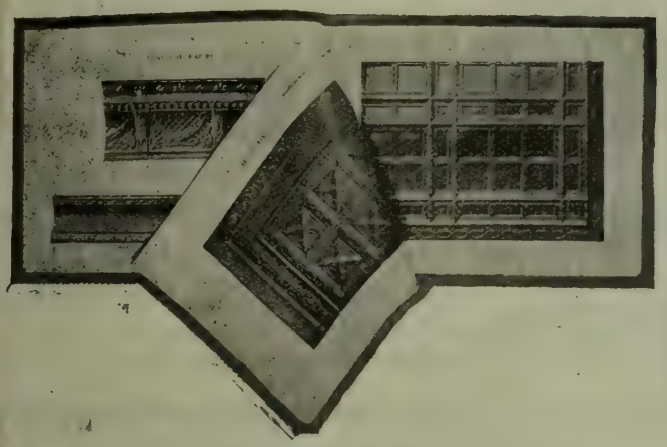


THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors.)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.
Works: Don Speedway, also Victoria St., - - - TORONTO

Metal Ceilings

Have You This Catalog?



New enlarged atalog "A-3" has just been mai ed out to the Trade. If for any reason your copy missed connections **DROP US A CARD.** We want you to know the impo tance of *nich t' cut beads, wood-brackets* and *improved panel-plates* to you as an erector and dealer in Metal eilings. Name and address, please?

The Galt Art Metal Co., Limited

GALT, ONT.

MONTREAL, J. B. Dagenais, 977 St. James St. W.

WINNIPEG, Dunn Bros

Our Acorn Trade Mark

is the buyer's safeguard. There is no guess work about this brand

Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

THE ONTARIO BRASS ROLLING MILLS, LIMITED



This Company is now operating this up-to-date ***Rolling Mill*** and in a position to give careful attention and prompt delivery to all orders entrusted to it. The ***metal*** manufactured is ***perfect*** and equal to the best rolled by other mills. A trial order is solicited.

MILLS AND OFFICES

New Toronto - - - - - Ontario

Hardware Store Business Methods

This book contains many valuable suggestions which every hardware merchant should adopt. A few of the subjects dealt with are:—Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Averaging Retail Profits, Etc.

PRICE $1.00

MacLean Publishing Co., Ltd.

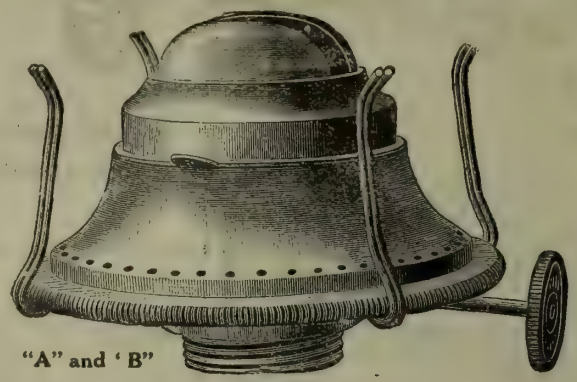
Technical Book Dept.

10 Front St. East, TORONTO, CANADA

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LAMP BURNERS

To meet the universal demand for low-priced standard grade brass Lamp Burner, we are introducing the—



"A" and "B"

"Dominion"

Write for samples and prices.

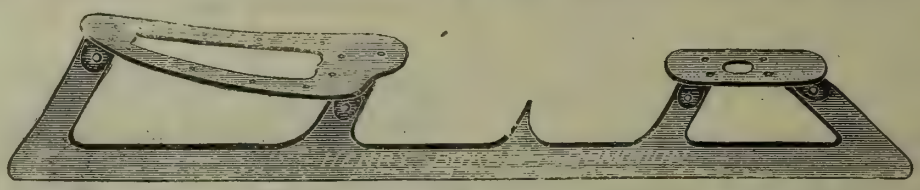
You will be perfectly satisfied with both.

Our complete stock of Burners of all sizes and styles enables us to fill all orders promptly.

E. T. WRIGHT & CO., - HAMILTON, CANADA

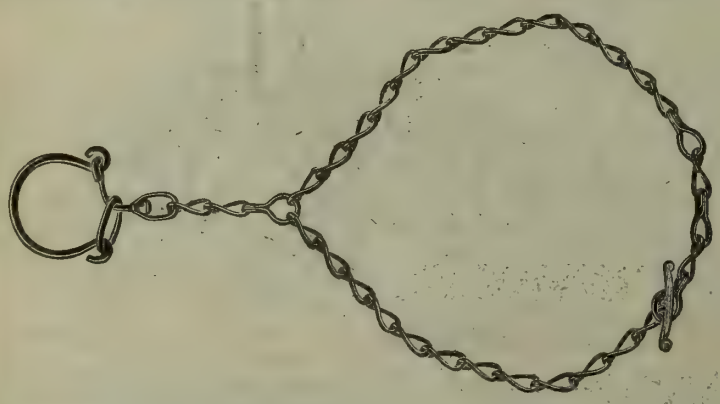
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A great favorite with hockeyists and skaters is the Dominion Hockey Skate. Blade is of welded steel, tempered, and has the desirable long bearing upon the ice. It is pre-eminently a skate of quality, being light in weight, speedy and strong. Full nickel plated.

For Sale by all Leading Wholesale Hardware Houses



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKINNON CHAIN CO.

BUFFALO, N.Y. ST. CATHARINES, ONT.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

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Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.
Galvanized Flat Sheets that are unequalled as to flatness, absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
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HENRY T. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

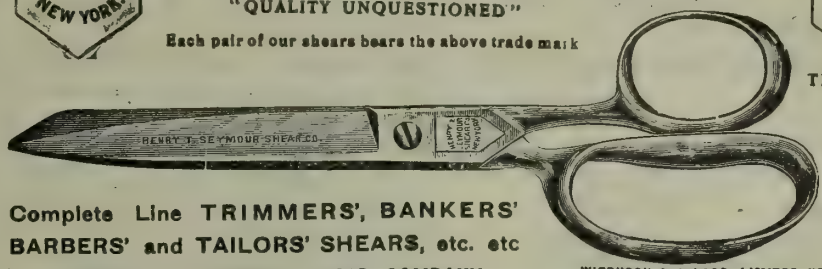
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

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WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

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TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

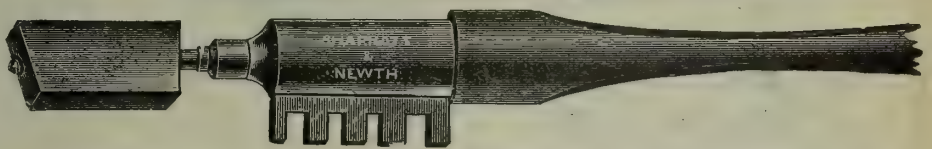
Since 1825, and a steady increase in sales due to their superior cutting quality.



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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

Mensuration for Sheet Metal Workers

By WM. NEUBECKER

All Sheet Metal Workers are aware of the numerous problems arising in finding areas, dimensions and capacities of products turned out from the shop—hence the value of this book, giving the principles of the art of measurements as applied in working ordinary problems in shop practice. It gives the methods for finding the length, areas and volumes of geometrical forms, pipes, etc. Every Mechanic, Shop Foreman and Apprentice should have a copy.

51 PAGES PRIE 50c. 70 FIGURES

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front Street East Toronto, Canada

THE RETAILERS classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

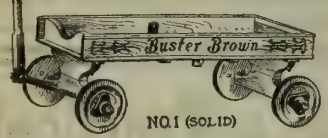
For the Fall and Christmas

trade do not fail to carry a stock of

BUSTER BROWN

Children's Summer and Winter Coaster Express Wagons and Sleighs.

Handy 'around any House, Store or Farm



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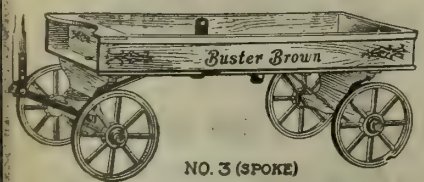
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INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



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Manufactured by

The Woodstock Wagon & Mfg. Co.

Limited

Woodstock, Ontario

The JAS. STEWART Mfg. Co., Ltd.

Winnipeg, Man.

Sole Agents for Western Canada.



Easily Erected

Sanitary

Compact

Neat

Ventilated

All Metal

A Ready Seller

THE

"DAISY"

Sanitary Earth Closet

has jumped right to the forefront of popularity, and has proved indispensable to every dweller in the country. It has proved one of the best sellers of the year and every hardwareman should handle it. Liberal discount to the trade. Sells at $10.00. Send for circular.

The TORONTO FURNACE and CREMATORY CO., Ltd.

72 King St. East, - TORONTO



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York

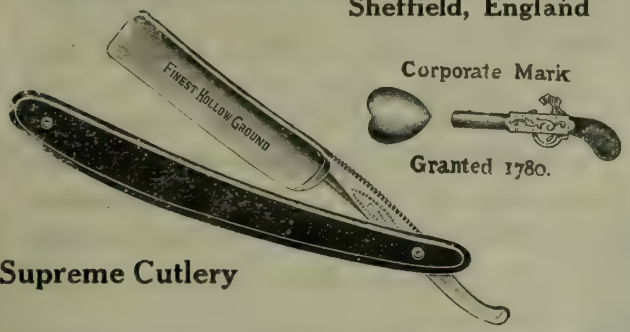




This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Jonathan Crookes & Son

Sheffield, England

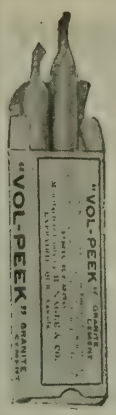


Corporate Mark

Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES



HERE YOU ARE—A FINE PROFIT WINNER

You never sold anything more popular than this

"VOL-PEEK"

GRANITE CEMENT FOR MENDING HOLES IN POTS AND PANS

A never-failing cement. Can be used on Iron, Copper, Tinware, Aluminum, etc., etc.

Quick seller at 25 cents a package.

Order from your jobber or direct,

H. NAGLE & COMPANY, Montreal, Que.

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted)
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
P. H. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.



Royal Polishes

For satisfaction to the housewife who desires most value for her money, and for profit to yourself, push these Canadian-made polishes.

ROYAL POLISHES COMPANY

MONTREAL

THE "SPECIAL" SAW SET



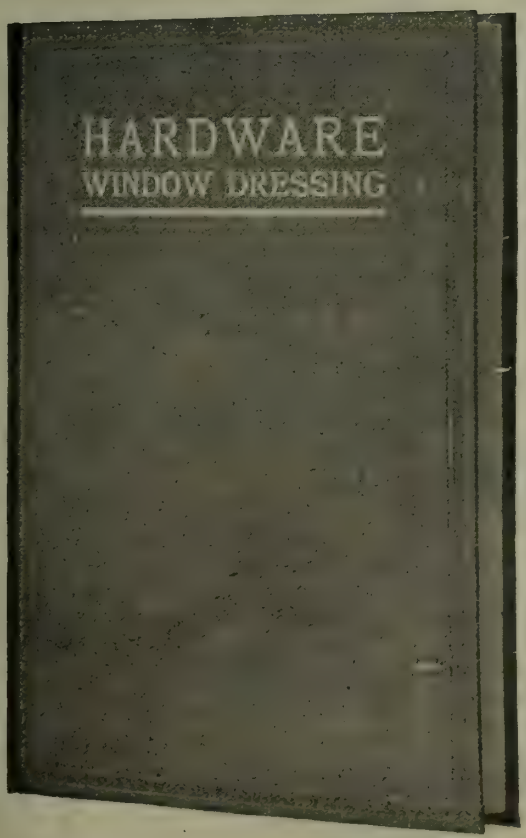
MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED.

This saw set is used to set hand saws of all kinds, and can be used by an inexperienced person with as good results as by the most experienced mechanic.

Buy through your jobber and if he hasn't got them write us.

CHAS. MORRILL, 271 Broadway, NEW YORK



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages 8 x 11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

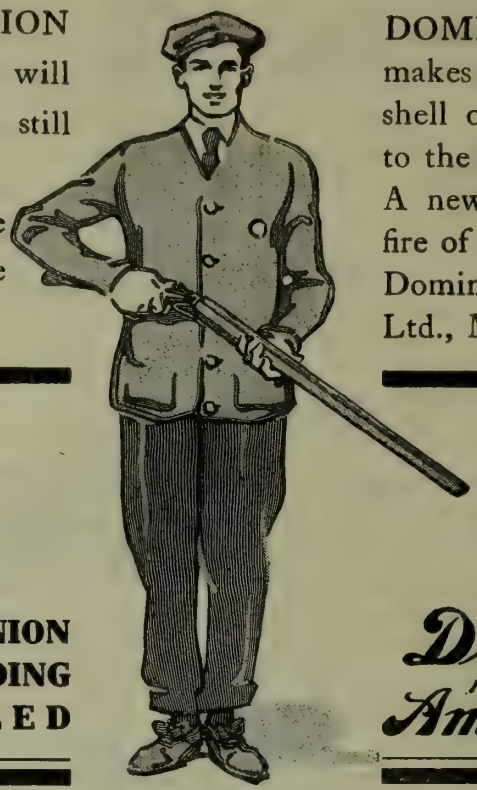
Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

TREAT every customer so that you can look him in the eye and—ask him to come again.

DOMINION AMMUNITION put out over your counter will enable you to do that and still allow a fair profit.

A satisfied customer is the best advertisement in the world.



DOMINION AMMUNITION makes satisfied customers. Every shell or cartridge is guaranteed, to the full meaning of the word. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal.

THE NEW DOMINION SYSTEM OF LOADING IS UNEQUALED

Dominion
IMPROVED & PROVED
Ammunition

KEMP'S ROYAL NICKEL PLATED TEA KETTLES

EACH KETTLE PACKED SEPARATELY IN A CARDBOARD BOX

Made of Finest Sheet Copper, Heavily Nickeled. Bodies and Bottoms Stamped in One Piece.



Spouts Double Seamed to Body.

With Handle Stops on Ears.

CASE LOTS OF 1 DOZ. KETTLES

Pit Bottoms..... No. 7, 8 and 9
Flat Bottoms..... No. 70, 80 and 90

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG

THE KEMP MFG. CO., Limited
39 St. Antoine Street, MONTREAL, Que.

Montreal and Toronto Travelers' Nominations

Presidents of Both Associations Re-elected—Not Many Contests in Sight—Few Hardware Travelers in the Race for Office—Preparations Being Made for Annual Meetings and Banquets—Big Increase in Membership.

THE MONTREAL MEETING.

Montreal, Nov. 17.—Samuel J. Mathewson was re-elected president of the Dominion Commercial Travelers' Association at a general meeting held in Montreal on Saturday evening last.

Other officers were re-elected as follows:—Vice-president, J. Bevans Giles; Treasurer, Max. Murdock. Five retiring directors were replaced by E. Daoust, A. M. Ellicott, J. A. Dawson (re-elected), Luke F. Moore and Bruno Trudel. No ballot had to be taken.

A good attendance made the meeting an interesting one, and it was announced that the membership had increased to 6,500, a gain of 425 over last year.

As usual, a banquet will be held in December, at a date to be decided upon at a special meeting. The committee appointed to make arrangements consists of W. J. Egan, chairman; D. M. Lefebvre, S. Woods, R. O. Watkins, J. B. Giles, Armand Chaput, E. Daoust, A. M. Ellicott, J. A. Dawson, Luke F. Moore, Bruno Trudel, J. T. Dwyer, F. S. Cote, Max. Murdock, C. Petrie, R. Langelier, I. Wotherspoon and P. H. Burns.

December 11 was the date decided upon for the annual meeting, which will be held at the Windsor.

Samuel J. Mathewson's re-election to the presidency will be a matter of general rejoicing. Under his management the association has made excellent progress during the past year, as the large increase in membership alone should testify. He is a practical worker, whose experience on the road leaves him in possession of the problems the commercial traveler has to overcome. Nothing is too good for the salesman, in his opinion.

"Bev." Giles is another favorite official, and an indefatigable worker, while Max. Murdock is everybody's friend.

MEETING AT TORONTO.

Toronto, November 17.—The Commercial Travelers' Association of Canada held their annual nominations for officers for the coming year, on Saturday, November 13. The president, John Gibson, was in the chair. Before calling for nominations he congratulated the meeting on the continued prosperity of the association and intimated that the current year was one of the best in its existence.

The president, John Gibson; 1st vice-president, Robert Gemmell, and 2nd vice-president, S. M. Sterling, were re-elected by acclamation. The only contest for office is that of E. Fielding and John H. Kenny for treasurer. Mr. Fielding is the present incumbent, and has held the office since 1904, when he led in the fight to retain the maximum mortuary benefit at $1,000 against the claims of several actuaries that the association should reduce the amount to be paid to members of ten years standing. Mr. Fielding, speaking at the nomination meeting, said that the claim he then set up had been verified in every particular, quoting figures in support of his contention. He also showed the amount of present liability, the number of members, and the cash reserve. The latter has increased by 51 per cent. and the liability by 21 per cent. during the past five years.



ADAM TAYLOR, GUELPH,
Again Re-elected Vice-President of the Guelph Board.

The other nominations were as follows:—

Directors for Toronto board—James G. Cane, H. B. Ellis, J. H. Lumbers, W. J. Micks, W. H. Scott, C. A. E. Colwell, W. M. Fielding, George W. Moore, M. Matthews, C. J. Tuthill, J. W. Charles, P. M. Goff, W. R. Mosey, D. H. MacKay, J. H. Wildfong, Alexander Cook, R. G. Hector, Anthony Mitchell, A. C. Rogers; nine to be elected.

Hamilton board—1st vice-president, E. J. Fenwick; 2nd vice-president, John Stoneman, elected by acclamation. Directors—George M. McGregor, H. G. Wright, C. C. Smye, E. O. Zimmerman, P. A. Sommerville. Six directors are to be elected.

Berlin board—Fred Doering and W. J. Moody, directors, elected by acclamation.

Kingston board—W. H. Graham and W. S. R. Murch, directors, elected by acclamation.

Guelph board—Adam Taylor, vice-president; one director to be elected.

Brantford board—J. S. Hamilton and D. J. Waterous, directors, elected by acclamation.

Montreal board—S. O. Shorey, vice-president, elected by acclamation; Wm. Cauldwell and D. Adair, directors, one to be elected.

Winnipeg board—H. Miller, vice-president; A. C. Merrett, director, elected by acclamation.

Vancouver board—Fred Buscombe and Robert Stewart, directors, elected by acclamation.

Ottawa board—John Everett, director, elected by acclamation.

Brockville board—J. W. Hooke, director, elected by acclamation.

The following were elected scrutineers of the ballot—H. Clearihue, Robert Keyes, and Walter Madill.

The ballots are being distributed this week and the election will close at noon on Monday, December 20. The result will be made known at the annual meeting, to be held in St. George's Hall on Thursday, December 23. A meeting of the executive will be held on Saturday next to decide upon the time and place of the annual banquet.

M. Matthews, traveler for the Canada Metal Co., is the only representative of the hardware and metal trades nominated for the Toronto board.

The Hamilton directorate has three hardware nominees, W. H. Dean, of Wood, Vallance & Co.; A. F. Hatch, of the Canada Steel Goods Co., and H. G. Wright, of E. T. Wright & Co.

Adam Taylor, of the Taylor-Forbes Co., Guelph, has again been elected vice-president of the Guelph board and H. Miller, of the Miller-Morse Co., Winnipeg, as vice-president of the Winnipeg board.

A TIMELY TIP.

When the fodder's in the silo,
And the oats are in the bin;
When the farmer sits and chuckles
As he sees the corn roll in,
Then its time to dust the ledger,
Figure up his year's account;
Hit him quick, while he is laughing,
He will pay the whole amount.

Business Methods of Canadian Hardwaremen

Pioneer Storekeeping in Saskatchewan—Early Closing Movement at Kingston—Chatham Merchant Uses a Sticker on Parcels—Keep the Silverware Bright—Barn Paint and Lost Opportunities.

PIONEER STORE KEEPING.

Davidson, Sask., Nov. 15—J. R. Ward, of Saskatoon, was in town Tuesday and Wednesday, and in an interview stated that he and Louie Kiel, both former Davidson boys, were about to open up business on the Goose Lake Line about 20 miles northeast of Kindersly. At present there is nothing but the town site and a pair of steel rails running through, and on which the construction gang is still at work. However, the boys think they see ahead of them a future town of no small size, and are seizing the opportunity of getting in on the ground floor. It is the intention of Mr. Ward to open up a general store, while Mr. Keil will branch out in the hardware line. Until such time as they can get separate buildings erected the two gentlemen will open up their stock jointly under canvas. Mr. Ward has arranged for an immediate shipment of stock and lumber to his proposed new place of business, and left here himself for the Goose Lake country on Wednesday's train.

SHOULD USE MORE BARN PAINT.

Chatham, November 9.—"There is room for more enterprise in pushing a cheap barn paint in Canada. Less than five per cent. of the farmers' barns are painted."

The foregoing was the comment voiced in this city recently by an Ohio man who, in the course of business, recently visited Kent county, indicating that possibly paint manufacturers and hardwaremen are missing an excellent opportunity to add to their revenues.

While the unpainted barn does not strike the average Canadian as in the least out of the way, it was speedily noticed by a man hailing from a section of another country where painted barns are the rule rather than the exception. And, if Ohio farmers buy paint for their barns, why cannot Canadian farmers be induced to do likewise?

A small but progressive section of the farming community are already painting their barns; and that more are not doing likewise is probably due to the fact that barn paint and its value have not been featured as they should. No great distinction has been made either by manufacturers or retailers between barn paint and house paint, nor has any energetic or systematic advertising campaign been made to educate farmers on the subject of barn painting.

There are a host of reasons why the farmer should paint his barns, and with the steadily increasing price of lumber, these reasons grow stronger every day. The trouble largely is, however, that paint has been pushed from the aesthetic rather than the practical point of view. People have painted their houses in order to add to their attractiveness, and have looked upon the barn, from a scenic point of view, as something that no amount of paint can redeem.

The value of paint as a preservative is the strong point which retailers and manufacturers can urge. If the use of $40 worth of paint will extend the natural life of a barn three or four years, then the $40 is money well invested. As a matter of fact, the use of paint will extend the life of the barn to a far greater extent. And, with the price of lumber steadily going up, the returns from the use of paint promise to be even greater than the present cost of the barn would indicate.

Of course, the improvement to the looks of the barn can also be urged. But from the farmer's point of view, the practical and money saving side of the question will be most appealing.

ANOTHER CHRISTMAS WINDOW.

Fredericton, N.B., November 16.—R. Chestnut & Sons, Fredericton, who have a fine hardware store in this city, are great believers in using their windows for advertising purposes, especially in the holiday season.



Holiday Window at Fredericton.

During Christmas week a year ago two of their window displays, dressed by Fred Melick, attracted a lot of attention, one of them being shown in the small engraving reproduced herewith. It was arranged, as will be seen, in the form of a crown resting on a base, in the centre of the crown being a star. Silver-plated spoons, pocket knives and small scissors were used in constructing the crown and star, underneath being table cutlery, pearl-handled fruit knives, nut crackers, teapots, thermometers, watches, etc., while on the base of the window were carving sets in cases and a stand on which small nickeled and brass bells were hung. Price tickets were used wherever possible, and the windows were made bright as day by the use of acetylene lights, people coming from all parts of the town to see the displays.

Similar displays will be made this year and readers of Hardware and Metal can look for even better examples of the window trimmers' art.

EARLY CLOSING MOVEMENT.

Kingston, November 16.—The movement set on foot some months ago, for the early closing of all the stores, at 9 o'clock on Saturday nights, has failed. The agitation was brought about by the members of the different young people's societies of the churches, which is composed for the most part, of clerks. At a big rally of the societies, the early closing movement was made the one topic of discussion, and a resolution was passed, asking that the executive meet with the retail merchants' association. The conference was held, and the merchants urged that if early closing was desired, that a petition be sent around among the merchants, and then sent on to the city council. The petition was circulated, but it was met with such strong opposition, that it was not considered advisable to press the matter. The members of the societies, however, say that they are not at all discouraged at the result, and that they will, some time in the near future, again bring up the matter. They do not believe that their work has been wasted.

Most of the stores now close at 10 o'clock on Saturday night, but the hour aimed at by the young people was to have them closed at nine. Hardware merchants would not find this at all satisfactory to them, as at that hour, the streets are lined with people who have been out shopping, and attending the theatres, and while the sales might not be very large there is the chance for advertising, and they believe firmly in the old slogan, "Advertising is the life of trade."

The strong argument put forth by those agitating for the early closing is that it will be the means of having a much larger attendance at the church services on the Sunday morning, but there are many merchants who take a strong objection to this argument, and say that there is nothing to it at all.

"It is absurd to think that it will help along the church attendance," remarked one merchant to your correspondent. "I am kept at my store sometimes until nearly midnight, and I can always be at church in the morning. I do not think that the late hour has anything to do with it. If a person wants to go to church in the morning, he will get up and go. Church does not open until 11 a.m. and I think that this gives a person ample time for sleep."

E. G. B.

JUST PASTE A STICKER.

Chatham, November 16.—The expression introduced by a popular show some years ago, "Just Paste a Sticker," may have had something to do with the inception of an advertising scheme, adaptable to almost any line of business, which has recently been utilized by S. F. Park & Co., druggists, of this city. The main feature of this scheme is the constant reiteration, in every branch of the firm's advertising campaign, of a catchy phrase consisting of just four simple words: "Get it at Parks'." In the firm's newspaper advertisements, in place of having the name set up in ordinary type, a two column cut was used with the mystic words neatly engraved in plain, clear script. Here, as elsewhere, they are supplemented by a statement of the business location, in smaller type: "2 Doors East of Market."

Neat stickers with the same words in white script upon a colored background are pasted upon parcels sent out from the store. A rubber stamp with the same words is also used for a similar purpose. Practically every parcel going out from the place of business is thus stamped. Formerly blue was the color used for the stickers; but this has been superseded by a striking red.

In this connection the firm makes good use of the advertising literature supplied by manufacturers and wholesalers in the way of booklets, circulars, etc., every piece of this literature placed upon the counter bearing the familiar "sticker." The expression also apears on all bill heads, letter heads and envelopes in place of the firm name. Finally, the words "Get it at Parks'" in big white script for a long time adorned a large, black sign placed on the roof of the store. This, at night, was illuminated by incandescent bulbs, attracting much attention.

The "catchwords" seem to have caught on, and have from all accounts proven of very material assistance in the firm's business growth.

V. L.

SEEK AID FROM GOVERNMENT.

Ottawa, Nov. 17.—The Ottawa Retail Grocers' Association will go after the peddlers and hawkers this year with greater effort. The action taken last year by the organization came a little late in the year and therefore no bill was brought up in the provincial legislature as had been proposed. This late start was mostly due to the organization waiting for the other trades to join them, particularly the dry goods, which is asking for a law restricting transient traders.

The grocers have now decided to go on without them and only take up the question of hawkers and peddlers. It will be necessary to get a bill through the provincial legislature to enable the city council to pass any by-law which would help the grocers. The great complaint is that the peddlers pay no taxes into the city and the license is so small that it does not count. Yet they are able to compete against merchants paying heavy taxes and rents. N. O.

VANCOUVER "CARTOON" WINDOW.

Vancouver, November 12.—The accompanying illustration shows a Thanksgiving window trimmed by W. H. Jeffery, salesman and window dresser for McLachlan Bros., 131 Hastings St. West, Vancouver. It being in the form af a local hit on a live topic of general conversation in Vancouver a month ago, when the citizens voted favorably on a by-law appropriating $900,000 to construct new bridges. The city already has two bridges and a Second Narrows bridge is now proposed.

The background was painted to represent the Narrows of Burrard Inlet. The bridge built entirely of hardware, was crossed and recrossed by a train operated by electricity. The screw jacks forming the four pillars of bridge were surmounted by amber colored globes which were alight at night. The centre of window bottom was made of mirror plate representing water on which plied small sail boats. On either side of the water the sandy shores appeared, and stretching beyond, lay the green fields. Potted ferns, and Egyptian cherry trees loaded with fruit, with shocks of corn here and there, added to the beauty of the landscape. Melon vines bearing melons were in abundance. Some Mexican jumping beans which the trimmer imported, attracted much attention as they tried to mount the walls of their corral. Unfortunately they cannot be seen in photo as they are placed behind a shock of corn stocks. Two moons in the sky were intended to fulfill the prophecy of many pessimists who have long said that the two cities of North Vancouver and Vancouver proper, would never be so joined before such a phenomenal occurrence as this had transpired.

Similar cartoon windows from time to time are making McLachlan Bros. widely known in the fast growing City of Vancouver.

D. J.



Novel "Cartoon" Window Shown in a Vancouver Hardware Store.

POLISH THE SILVERWARE.

Brantford, November 17.—Very often when a customer enters a hardware store to buy something in the silverware line, they are handed as a sample an article which from the appearance has not been cleaned since it was first placed in stock, the tarnish taking away its appearance of newness and brightness which is so captivating to the eye and the purse. Every hardware store keeps in stock some reliable metal polish, and a few minutes of the spare time of one clerk every day would give silverware an entirely different appearance. Keep the silverware bright.

A. W.

DISPLAY OF WORKING GLOVES.

Chatham, November 16.—A rather effective window display of working gloves, such as are used for corn husking, was put on last week by Westman Bros. A small corner window, about 4 feet square was used. The bottom of the window was covered with gloves, neatly arranged. The back of the window and the side were hung with gloves, while gloves were suspended very thickly from the ceiling. Practically every style was shown, and the large quantity used made the display rather impressive.

W. E. P.

HARDWARE AND METAL

Established . . . 1868

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USE PRICE TICKETS FREELY.

An important factor in making the holiday season trade a success is in preparing to handle customers as speedily as possible and have the goods sell themselves when they can be made do so. And to this end there is nothing betten than the liberal use of price tickets both in the window and on goods in the store.

Every store, of course, uses some price tickets, but few use them as liberally as they might. If pricing goods is a good policy for the five and ten cent stores, it ought to be equally profitable in hardware stores, into whose business the "syndicate" stores cut most freely.

The purpose of price tickets is to interest people in other goods than they had intended purchasing when they entered the store. And following this idea out it can safely be considered that until shoppers can tell the price of every small seasonable or household article without asking the price, enough price tickets have not been used.

The average buyer of holiday gifts likes to look around and fix his or her ideas on some gift before asking a clerk for assistance. Encourage them in this by making it possible for them to pick out the kind of a present they want to give and then use salesmanship in selling the article selected or something which the judgment of the clerk suggests as a better gift.

In a store where goods are not price-marked, it frequently happens that a customer sees an article which he fancies. He examines it and in a few minutes he knows everything about it but the price, for it is not marked. As yet the decision to buy is not strong enough to induce him to ask the price, so he lets it go. A possible sale has been lost.

Customers will invariably go to a counter where goods are displayed with a price on them. They see a sign, "Anything on this counter for ten cents," and immediately they want to see what they can get for ten cents. Often they will pick up articles and sell it to themselves without any effort on the salesman's part. It is the price card, mostly, which is responsible for the sale.

LACK OF ADEQUATE HELP.

All merchants, if they stop to think, realize the necessity of having sufficient assistance behind the counter. As the Christmas season approaches this necessity becomes more apparent although during the year and especially on Saturday nights the trouble and loss caused by inadequate help is quite easily recognizable.

Frequently one hears complaints from customers that they can never get waited upon promptly in some stores; nothing will tend to destroy the trade of a merchant quicker than to have some person tell this a few times. It spreads rapidly and very soon customers begin to drop off.

Prompt service is required above almost everything. If a merchant and the salesmen he employs cannot serve those who want to purchase from him without five or ten minutes delay, then he should increase his staff. If Saturday is a busy day he should secure an extra salesman or saleslady. Never allow a customer or even a transient purchaser to go away with the story that he cannot get waited on promptly in your store. Show him that you are interested the moment he enters and see to it that his wants are supplied without delay.

With Christmas only a month away make your plans for increasing your staff so that it will be efficient in catering to the wants of those who are purchasers of your produce.

CLASSIFY PROFITS AND LOSSES.

Failure to classify profits and losses according to the various departments of a retail business is often responsible for a smaller net balance at the end of the year than might otherwise be secured. Such a classification need not be very elaborate, but it should be carefully planned and accurately carried out.

An exchange instances the case of a hardware merchant who, in addition to a general line of shelf hardware goods, is carrying more or less in the way of agricultural implements, housefurnishings, sporting goods, and a line of paints and varnishes. Unless he has adopted a system of properly departmentising his accounts, he cannot tell for the life of him what percentage of his profits has come from each of these kinds of goods. In fact, he may be actually losing money on one department and making an excellent percentage on another.

Merchants whose books are kept in such a way as to show the profits or losses from each branch of their business know what a satisfaction such figures are. If it is known that the silverware and cutlery department is proving profitable, for instance, the suggestion that it pays to push these goods is naturally followed by more sales and bigger profits another year. It may be that the merchant could make some sort of a rough guess at these profits without the figures; but there is much greater satisfaction and safety in knowledge.

It isn't necessary that a merchant should be an expert bookkeeper to departmentise his accounts. If he doesn't care to work out a system himself, a few dollars spent for a set of books especially planned for retail hardware accounts, would be an excellent expenditure; and the time required to keep these books, once a start is made, would probably prove to be little or no more than that formerly spent in puzzling over less up-to-date forms of accounts.

THE NEED OF ADVERTISING.

Merchants throughout the country must not be misled by statements that mail-order houses are not looking out for trade in the communities in which they are doing business. The following quotation from the Palmerston (Ont.) Spectator, indicates the policy of these houses :

> A representative of the T. Eaton Co., was in Palmerston last week looking after the local customers of that big institution. He had a list of names of the T. Eaton patrons and made a personal call for the purpose of soliciting orders and stimulating trade. If the country merchants are not going to be wiped off the map, they must arouse themselves, from their lethargic condition and grapple with problems confronting them. There are ways and means of meeting the departmental store baits, but there are few country merchants who appear capable of successfully coping with the situation.

This serves to show the necessity of merchants paying more attention to the advertising of their stores and goods. They should point out through their advertising and conversations just how much a consumer loses by sending for certain goods to the mail-order houses, as such arguments cannot fail to be convincing.

EFFECT OF STEEL MERGER ON BUSINESS.

It cannot be said that the consolidation of the Dominion Iron and Steel and Dominion Coal Corporations, announced on Monday after the completion of the sale of 50,000 shares owned by James Ross, president of the Coal Company to a Toronto syndicate holding strong interests in the Steel Company, caused much surprise in the iron and steel world. For some considerable time rumors have been circulating as to the probability of such a deal, and a reference to this effect was recently made in Hardware and Metal. There is no doubt that with interests so closely allied, a merger was the natural outcome for the two corporations.

The recent historic trouble between the two companies showed how essential it was that the corporation should work together, and that there should be no danger of any further trouble similar to that which had occurred. The Coal Company had given birth to the Iron and Steel Company, but in the course of time it was apparent that the latter should assume control of the former. A great development is going on in the younger company. Recent information given in Hardware and Metal showed that great extensions and improvements are contemplated at Sydney, in the erection of ovens, furnaces, mills, etc. Exporting produce to all parts of the world, it was necessary that an undisturbed coal supply should be secured once and for all, and this has now been done.

Mr. Ross has sold his 50,000 shares at $95, giving him $4,750,000, and transferring the control of the Coal Company to Iron and Steel interests, represented by E. R. Wood, Toronto, Col. Sir Henry Pellatt, Toronto, and C. J. McCuaig, Montreal. A large number of the other shareholders have signified their intention of holding their securities and going into the merger, so there is thus brought into being one of the greatest industrial enterprises in the country. The combined bond and stock capitalization of the two companies is about $57,000,000, and thus some nature of the deal can be estimated by outsiders.

So far as the effect upon the iron and steel trade is concerned, merchants generally do not anticipate much difference. It is not as though the merger was one of two iron and steel interests, and although the control of its coal will strengthen the Dominion Iron and Steel it will not bring about any revolution in the iron and steel trade, and the merger is regarded very quietly by the interests affected in an indirect way. "It is a very good thing for the Iron and Steel Company and that is all," said a prominent merchant, and that is about the general verdict.

The opinion among Toronto metal men seems to incline to the view that the merger is a stock proposition pure and simple, and that it in no way affects the metal business of the country. In support of their contention they state that none of the names of those mentioned in connection with the deal are iron, or steel, or metal men, but are rather financiers. If there was a linking up of two or more iron or steel industries then the question of metal prices might be discussed, but as it stands the effect on the market for metals in Canada is only an indirect one, and but simplifies the system of business of one of the big iron and steel concerns of the country.

Hardwaremen, too, see only an indirect result on the market situation. There certainly will not be lower prices because of the merger, and almost as certainly there will be no increases, though the merging together of the coal and iron interests naturally indicates that a stronger and a firmer feeling will develop. Not of itself will the merger affect the business world, but only because it is one more link in the chain which for the past several months has been growing, and as it grows strengthens the market as it affects hardware lines and metals. First there was the return of confidence in the business outlook, followed by the increase of orders; the reopening of industries; the impetus to building; the further stretching out of the railways—all of them making demands, enormous demands, on the metal plants everywhere, and as the chain kept growing longer, stocks grew less—until one by one the manufactured iron and steel lines increased in price.

Naturally, therefore, a crop of rumors relating to the ultimate merging of other Canadian concerns has sprung into being. One report gives the consolidation of the Dominion Iron and Coal, or what it may be called, the Soo Corporation, and the N.S. Steel. Here would be a vast merger—a paid up capital of over $89,000,000 and a bonded indebtedness of some $31,000,000—A second U. S. Steel Corporation. Such a merger may come one of these days, but not at present. No authorization for any such mergers can be found, and they all must be put down to pure street talk.

T. J. Drummond, president of the Lake Superior Corporation, interviewed on the subject of any probable merger, said that there was no truth in any of the rumors concerning the Soo Corporation or its subsidiary companies. They were not thinking of any merger. "The Lake Superior Corporation is giving its attention to operating its own plants in the best interests of its shareholders, and is at present also carrying forward a plan of improvements and extensions mainly in connection with its iron and steel industries. During this and next year something like $5,000,000 will be spent in balancing up and extending the various plants." Mr. Drummond referred to the improvements going on at the Soo, and already given in this paper, and said that with these extensions the Soo plant, backed by its iron properties, would be a perfectly balanced and self sustaining industry, thoroughly equipped for independent life, no matter what might be merged.

Mr. Wood, of the Toronto Syndicate, was asked if the American steel interests were behind the deal in any way, but he denied this entirely, and inquiry of the U.S. Steel Corporation representatives in Canada brought forth the statement that such a rumor was news to them. So far as they knew there was no truth to the statement. A meeting of shareholders of the Hamilton Steel & Iron Co. was held at Hamilton on Wednesday, to confirm the action of the directors in increasing the number of directors from seven to nine, and the election of E. B. Osler, M.P., and W. D. Matthews. It was announced that extensive improvements, involving an expenditure of $1,000,000, were to be made to the plant, and that there is no liklihood of the company being gobbled up in the big Steel and Coal merger. What led to this rumor is believed to be the fact that J. K. L. Ross, son of the Coal Company's president, is a son-in-law of W. D. Matthews, who recently with E. B. Osler, bought some of the Hamilton stock.

A still further rumor reported about the "street" was to the effect that the Montreal Steel Works, the Hamilton Steel and Iron Co. and another iron and steel company in Ontario, would shortly be merged, the Ontario Iron and Steel Co., Welland, being the name most prominently mentioned. The rumor further stated that K. W. Blackwell and Jas. R. Wilson, of the Montreal Steel, visited Toronto to further the project. The Ontario Iron and Steel Co., however, give the rumor a flat contradiction, and other prominent metal men say there is nothing in the statement that Hamilton and Montreal interests contemplate a deal.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MONTREAL.

Nov. 19.—No changes have been announced in the metal markets this week although there has been a strengthening movement in tin and copper which, if the primary markets go on advancing, will result in higher figures here. Trade has been very good in a jobbing way, and heavy orders have been received from outside points. First hands report quieter times, although the galvanizing interests are buying well.

Iron and steel continue to show good business. The pressure on Canadian furnaces has not let up, and prices are firm. Imported iron is arriving in heavy consignments, but all the same a scarcity before the spring comes round again is not unlikely.

The two great points of interest this week have been the consolidation of the Dominion Iron and Steel and the parent Coal Company, and the rumored billion dollar copper trust under the wing of J. Pierpont Morgan. It cannot be said that the former news, although it has affected stocks, has had much influence on the local iron and steel trade. It would take a bigger merger than this to alter prices especially as the Dominion is out of the market so far as pig iron is concerned. The copper rumor, however, is distinctly inflating copper quotations, for if there is any truth in it, and the merger is quite feasible, a strong grip will be taken on production, which is all that is required to make copper soar.

PIG IRON.—There is little change from last week. Canadian furnaces are in the same position of being full up with orders, while imported pig is steadily arriving. We continue to quote $20 for No. 2 Canadian foundry iron at foundry and $20.50 for No. 2; Middlesboro No. 3, $19; Summerlee No. 2, $20.50; Cleveland, $19.75.

Record breaking outputs continue in the States in both industries and this month is expected to be better even than October. Pig iron prices are stationary, while finished steel products show a hardening tendency. The Dominion Iron and Steel directors have decided to erect another rod mill, the demand for this article having grown beyond the capacity of the present plant.

TIN.—Local prices for tin showed a firmer tone under better primary influences, but jobbing prices remained unaltered at 32½c., with the prospect of an advance. Local trading is good, and an encouraging interest is taken in the market. Good buying is reported both in London and New York, and there has been less speculation and more steady buying than for some time past.

COPPER—The advancing strength in New York copper, induced by the rumors as to a billion dollar corporation to control some 1,400 million pounds of copper annually, caused the local market to firm up, but although prices in some quarters advance, jobbing lots could still be obtained at 14c. Inquiries have developed in strength, especially from larger users, and the market is being anxiously watched. The effect of producers' statistics showing an increase in U. S. stocks of about 10,000,000 pounds for the month was neutralized by the great merger reports, and there was no sagging, but instead an advance. There is no doubt that production must be checked. The consumption has been very heavy all the year through, but it has been swamped by the record production. This year's output will be about 1,400 million pounds, and if the present rate is maintained, the returns will be terrific next year. Consumption can hardly be expected to catch up.

SPELTER.—There is no change in spelter prices, although an advance may occur at any moment and $5.75 is still quoted. Good buying is reported, and the market is very firm. London and St. Louis are but little changed, and there is no sign of the control being upset.

LEAD—Lead has been a little stronger in the English market, but local prices are unchanged, and $3.60 for imported and $3.50 for Trail still obtains. Buying is steady with perhaps a slight improvement.

SCRAP—Cast scrap is still scarce, due to good buying from Ontario, and a good inquiry for zinc obtains. No changes are announced, and we quote: Heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass, 10c; heavy yellow brass, 8c; light brass, 6¼c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, 12c; machinery cast malleable, $9; miscellaneous steel, $7.

TORONTO.

November 19.—Copper has this week jumped to the middle of the stage, and with iron and steel is dividing honors. Whether it is the talk of the big merger which has induced the buying of copper, or whether it is simply an impetus that has been given to industry is problematical. Nor does any local dealer in copper wish to express an opinion on the point. Copper has been going up and down every few days for a year past, that all hands prefer to wait a week befor hazarding a statement. Certain it is, though, that copper buying which up to now, while increasing in size of orders, has been for immediate use, this week is being booked for future delivery, some of it after the turn of the year.

In iron and steel the coal and steel merger is all the talk, though not a single metal man thinks the merger will affect the market here in Canada. Buying is as active as ever. Indeed some of the structural concerns are said to be refusing to tender on new work. Whether this is because of rush of orders or not cannot be stated definitely, because some interests closely allied say it means simply a waiting for increased prices.

PIG IRON—Pig iron is still being freely purchasel. Consumers are in the field and buying not only for present but future needs. The prices show added strength, though no actual change in quotations is noted. Canadian foundry pig iron, No. 2, is $22 f.o.b., Toronto, and imported lines are $21 for Clarence and Middlesboro, No. 3; $21.75 for Cleveland, No. 1; and $23 for No. 2 Summerlee.

COPPER—The market is excited, due to the billion dollar copper merger across the line, and primaries report the metal as rapidly rising. Toronto quotations remain at 14c and 14½c for casting and lake ingots and the red metal is firm at these figures.

SPELTER—At $6 for hundred pound lots, foreign spelter remains unchanged in condition and price from last week. It is still active however, and very steady. Sheets (foreign) range from $6.75 to $7, and are firmer than last week. American spelter is selling from $8 to $8.50, the New York price being $6.25.

SHEETS AND PLATES—There seems to be a feeling abroad that galvanized sheets are slated for an advance in the not distant future, the high price of spelter lending truth to this opinion. Business in unabated volume continues to be done. A great many plates for use in the north country has been sold this month.

LEAD—Rather firmer outside but quiet locally appears to cover the lead situation this week. Supplies are plentiful. Imported lead is quoted at $3.65 locally, with Trail at $3.55.

TIN—Firm and active is tin this week, showing some improvement over a week ago. The quotation, 32½c, is stronger than a week ago, though really unchanged. It is harder to beat below this figure to-day than earlier in the month.

OLD MATERIALS—There is a further strengthening to old metals due to higher prices asked and offered outside. Dealers in Toronto have not altered their offerings, however. For heavy copper wire 11¼c is offered; for copper bottoms, 10½c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubber, $9c.

SIXTEEN MILLION IN BOUNTIES.

Ottawa, Nov. 16.—According to figures furnished by the Department of Land and Commerce, the Dominion Government since 1896 has paid out in bounties $16,507,205 of all kinds.

During the fiscal year which closed March 31, 1908, the total amount paid was $1,864,614, and for iron and steel as follows:—Algoma Steel Co., Soo, $304,789; Dominion Iron & Steel Co., Sydney, $1,067,528; Nova Scotia Stee Co., $130,374; Hamilton Steel Co., $252,311; Canada Iron Furnace Co., Midland, $39,968; Canada Iron Co., Radnor Forges, $3,742; John McDougall & Co.,

Drummondville, $3,394; Lake Superior Co., Soo, $45,890; Ontario Iron Co., Welland, $6,887; Can. Iron Corporation, Midland, $9,295; and the same company for its Drummondville forges, $431.

Binder twine bounties reached a total of $34,561, divided in this way:—Can. Cordage Co., Peterboro, $4,692; Brantford Cordage Co., $2,977; Colonial Cordage Co., Toronto, $1,831; Consumers Cordage Co., Montreal and Dartmouth, N.S., $13,530; Kingston penitentiary, $1,897; Farmers' Binder Twine Co., Brantford, $1,713, and Plymouth Cordage Co., Welland, $7,918.

HARDWARE MARKETS

MONTREAL.

November 19.—No striking feature is noticed in the markets this week. A firm tone is prevalent all the way round, but no changes are announced, and no line seems prominently billed for an advance, except maybe rubber goods. There is a strong movement in cutlery, silver and plated ware, and in other lines, such as razors, etc., that are always active at this time. Builders' hardware continues to show up well, and, of course, lumbermen's supplies. Household utilities are in steady request.

Little booking is being done, and dealers will probably not order ahead much until after Christmas. Stocks are light, and the new year will open in a very healthy condition, with a confident feeling as to consumption and light shelves with the certainty of rising markets to induce prompt and adequate purchasing. Although perhaps trade this fall has not been of the magnitude anticipated by some, yet there is a general feeling of satisfaction. As one jobber said "I'd rather have things as they are, with merchants holding light stocks for the spring, than dealing with a boom that would result in heavy stocks being held over."

BUILDERS' HARDWARE—A good movement still continues in lock sets, bolts, butts, escutcheons and sash cords. Delivery has improved in lock sets. No changes are announced, and we quote: Lock sets (inside), $4 per doz and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES — Booking is still quiet, and the greater part of the trade is being done in sorting up orders in weather strip, sleigh bells, sleigh heaters, horse blankets, burners, lanterns and staple fixtures. There is a good demand for enamelware, especially from the northwest, and tin ware is also selling well. Staple household lines keep up steadily, a strong call being noticed for cleaning goods. The market is firm and unchanged.

CUTLERY AND SILVERWARE — The good movement in lines suitable for the Christmas trade continues. Carvers in cases, table cutlery and spoons are in prominent call. In fact, there is a good wholesome demand all the way round, and one that is above the average. Ordinary and safety razors, and shaving sets are good sellers.

SPORTING GOODS—Skates, hockey sticks, snowshoes and toboggans are moving out strongly, the local trade being encouraged by the first snowfall. The call for guns and ammunition is quiet. Air guns and gymnastic lines, such as exercisers, clubs, etc., are showing fair movement.

MINERS' SUPPLIES—There is not much character to the demand, a quiet movement, showing in pick handles and powder. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8.

BOLTS AND NUTS—The market continues very firm, under a steady demand, and in sympathy with conditions across the border. No change in quotations is announced: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS—The market continues strong and unchanged. Good orders are being received at the following quotations: Wire nails, $2.25; cut nails, $2.40.

LUMBERMEN'S SUPPLIES—There is a good active demand showing for all lines. Camp supplies also are moving well. The market is unchanged, and we quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades, 43c per foot and up; axe wedges, 25c a doz and up.

SHOVELS—The fall of snow locally stimulated the sale of snow shovels. Otherwise the demand has been quiet. We quote: First and second grade of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoopes, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

WIRE—Orders are on the light side, although some booking is noticed for spring delivery. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galv., $2.85.

TORONTO.

November 19.—There is a noticeable improvement this week in hardware lines, though last week was by no means poor. Christmas trading has hardly opened up to the expectations of some jobbers, though cutlery in fancy boxes and useful sets have been rather freely sold since the opening of November.

Builders' hardware is almost as pressing as ever, though there is a little let up in new orders. Manufacturers are catching up with demands for this line that caught them unawares. There is still some difficulty, too, regarding the filling of some unstaple hardware goods.

Prices are unchanged, beyond the fact of some smaller lines that are fluctuating from day to day. There is a stronger feeling abroad that some iron and steel goods will go still higher, though probably not more than $1 a ton. The snow this week is expected to hurry along orders for winter goods.

BUILDERS' HARDWARE—The first glimpse of winter this week has made a pressure on hardwaremen catering to this trade to hurry along orders. Manufacturers say that they are catching up, and jobbers are hurrying along their part of the contracts. New orders are lighter than last week, no doubt due to the closing of the season, though the building permits issued are as numerous as ever. It is probable that some work may be carried over to next year.

SEASONABLE LINES—There have been some few delays in the filling of unstaple goods by manufacturers, but these are going out fairly well now, shelf goods are steady, though orders call for small lots. Christmas goods are beginning to move better now, though hardly up to expectations. Snow shovels, sleigh bells and blankets have had good calls during the week, and weather strip has been a fairly active line.

HEATING AND LIGHTING GOODS —There was a slower demand during the early part of the week, due, no doubt, to the mild weather. Even furnaces which all fall were so active showed a lighter demand. The snow on Thursday may help business next week, at least so it is expected. Stoves and ranges while hardly as good as even last week have been selling well. Lamps and sundries are active.

HOUSEHOLD GOODS—A further demand has sprung up for enamelware and tinware from outside points. Kitchen goods are steady and a slight impetus has been given to cleaning lines.

SPORTING GOODS — Outside hardwaremen are buying indoor sporting articles for winter, and especially boys' presentation holiday sales. Hockey sticks are yet a feature. Some sleds were shipped to nearby points this week.

Southams, Limited, manufacturers of tickets, tags, labels and specialties, Montreal, have added a new department to their business, a folding box department which includes a full assortment of machinery for the manufacture of folding boxes or cartons.

Will Merchants Be Represented at Farmers' Clubs?

Proposal to Bring About This Situation Meets With Favor From Government Official—Chief Object Will be to Prove to the Farmer the Financial Benefits of Dealing at Home—Other Questions That Might be Considered to Mutual Advantage.

The question has often arisen, how are the merchants going to educate farmers to co-operate with them in the building up of a community and hence mutually aiding each other from a financial standpoint?

Merchants know that they have not the co-operation from the farmers that they desire, and that they should have. They know that great numbers of the farming community around their places of business are sending past them to catalogue houses for goods; they are conscious of the fact that if they were in a position to carry on an educational campaign, pointing out the evil effects of such methods in plain dollars and cents that the mail-order situation would be alleviated.

If there were a proper medium in which to conduct such a campaign, as well as to deal with other questions, such as the proper attention to eggs, butter, etc., that have to pass through the hands of the merchants to the consumers, many of the troubles in the trade would be eliminated.

Those who are acquainted with the methods of farmers appreciate the value of Farmers' Clubs and Institutes. Through this medium they secure a great portion of their education. Then, why not use it to bring about the desired changes that are necessary to enhancing the wealth, value and standing of the community. The question is, how can it be done?

Bring Matter Before Institutes.

Hardware and Metal recently talked over the situation with Geo. A. Putnam, superintendent of Farmers' Institutes for Ontario, and suggested the idea of having representative merchants or other interested speakers, address the Farmers' Institutes on trade questions—this to be done with a view to better co-operation between farmer and merchant, tending to the strengthening of the community and to the placing of more dollars and cents into the pockets of both.

The proposal met with the favor of the dairy instructor. He had not looked at the matter in that light, but stated that he would consider the question, and in all probability, retail merchants will be given an opportunity to present their case before the farmers regularly at Farmers' and possibly Women's, Institutes and clubs.

The merchants, however, should not be inclined to work on sentimental lines in their talks to farmers. One simple, plain fact stated concisely, showing a farmer, or for that matter, any other person, how he can make $10 or how he can increase the value of his farm, is worth more than an all-night's talk catering to his sentiments.

Plain Money Talks Needed.

It will not be sufficient to say to a farmer that he must not buy from the mail order house because it is not fair for him to purchase goods past his own merchants. It is necessary that he be shown that he can buy goods cheaper at home than he can from the catalogue houses, and that he is actually losing money through mail order purchases. When it touches his pocket then he begins to listen and reflect.

The farmer must be made to see that the value of his land is enhanced, according as his home town grows. If he is positively assured that his land increases in value in direct proportion to the standing of the nearest village, town or city, and that it means direct money to him if he buys his goods at home, then he will certainly do so.

On the other hand, if he is told that the mail order house—which is considered as a legitimate institution — can sell more cheaply than the home merchant, but that the home merchant should get the business on general principles, then the effect of the whole argument is lost. Dollars and cents count, practically, every time, and the situation must be faced on this basis. It has been demonstrated from time to time that merchants in country districts can undersell the catalogue houses. Specific instances illustrating this are necessary in order to talk to the farmers so that the talk will be convincing.

While the mail order problem is one of the most important that could be discussed at Farmers' Institutes, there are other questions that could well be handled to mutual advantage.

Marketing Farm Products.

It is a fact well known, for instance, that the marketing of butter, eggs and poultry could be improved upon. Eggs are often allowed to remain in the farm houses for days and even weeks in the hot summer-time, when they should have been marketed. The merchant who handles them has to bear the complaints of the consumer, while in reality the farmer is to blame, in all probability, unconsciously. But the farmer must be shown how he is losing money by selling stale eggs before he will correct the error. Only then will he make an effort to sell fresh eggs. The merchant knows what he has to contend with in selling to the consumer and the better the quality of eggs and butter, the better will be the demand and, therefore, the more money will be paid to the farmer. Stale eggs will certainly not tend to create a demand for eggs and the more there are, the fewer will be the eggs consumed.

These are but a few of the questions that might suggest themselves were the retail merchants' associations given the privilege of having speakers attend the gatherings of the farmers. Much education could be accomplished on the catalogue house question, because the arguments against it could be made so convincing that farmers would be compelled to listen. It could be easily shown, that, while one mail order purchaser couldn't injure the community very much, scores would do considerable harm by sending their wealth away from the place, in the success of which they are directly interested. It simply means, as before pointed out, that the importance of their home towns and villages are lessened, and hence the value of their own farms decrease. Money talks, and they will have to be approached on no other basis.

Specific instances can easily be shown where land values have decreased simply because the home-town merchants were overlooked. Villages and towns go to pieces and land purchasers are difficult to find.

How Merchants Can Assist.

Of course, merchants themselves are to blame for many of such conditions. Live merchants who constanly boom their businesses and who work together can hold the trade of the surrounding community. Some years ago this was demonstrated out west in a small town just after a large mail order institution was established in Winnipeg. The merchants united, formed a joint-stock company, and made a specialty store out of each general store then established. One specialized on groceries, another on dry goods, etc., etc., and every business was run on the latest, up-to-date methods. The result was that little or no money went past this small town to the catalogue institution—because the townspeople and farmers were satisfied with what they were getting at home.

However, education among the farmers is needed, and, as Mr. Putnam intimates, there seems to be no better method than by bringing it about through the Institute meetings.

HARDWARE TRADE GOSSIP

Ontario.

The Jones Hardware Co., Ltd., Uxbridge, has obtained a charter, with a share capital of $11,000.

Geo. Andrew Elliott, hardwareman, Brantford, was married in Toronto last week to Miss Nettie May Lanning.

Smith & Johnson, hardwaremen, Meaford, have dissolved. The business will be continued by Benjamin Smith.

The Peterborough Hardware Co. supplied the large plate glass windows used in the new Braund block at that place.

While at work in the factory of the Toronto Wire & Nail Works, David Bailey was stricken with heart failure, and died in a few minutes one day early this week.

J. B. Bunt & Co. have purchased the hardware and tinware business of Lemmon & Co. at Kingston. Mr. Bunt is a hardwareman of 17 years standing, all that time with A. Chown & Co.

The Maple Leaf Harvest Tool Co, Tillsonburg, have been making extensive additions and alterations to their plant and have succeeded in getting the new works in operation for the coming season's trade.

The Frost Wire Fence Co., Hamilton, at the beginning of the season, offered a trip to California to sixteen of their agents who would sell the largest quantity of their wire fence during the season. One of the successful salesmen is R. H. Porter, Mulmur, who succeeded in selling about 5,000 rods. The party left Hamilton on November 3. The trip will probably last three or four weeks.

The three storey warehouse recently erected at Fort William for Fife & Co., wholesale and retail hardware dealers, was opened last week for business. Fort William has been chosen as the headquarters for the firm, which does an extensive trade between Nepigon and Winnipeg. The new quarters will supply all the other branches of the company, and Mr. Fife will make Fort William his permanent home.

The McMurtry Hardware Co., Galt, is enlarging its business and after January 1 will be known as the McMurtry Hardware Ltd., a joint stock company having been formed and a charter applied for. The new company will have a capitalization of $40,000. At present the company has three stores, one in Galt and two in St. Thomas. The manager of the Galt store will be Charles P. Brown, who has been with the George Taylor Hardware Co., New Liskeard, for the past three years, and was previous to that a member of the McMurtry Hardware Co. A. W. Pratten, who is now manager of the Galt store, will be manager of the two stores in St. Thomas, and W. J. McMurtry will be general manager. These three gentlemen have had a wide experience in the hardware business and are the principal stock holders in the new company.

Quebec.

J. B. Damour, Ste. Plilamene, Que., was in Montreal this week.

J. A. Dugas, Rawdon, Que., has been on a business trip to Montreal.

G. W. Dawson, Inspector of Penitentiaries, Ottawa, called on the Montreal hardware trade.

G. J. Crowdy, of James Hutton & Co., Montreal, has returned from a trip to Newfoundland and maritime provinces.

N. S. Neil, secretary of the Caledonian Iron Works Co., Montreal, has been appointed Industrial Commissioner for Port Arthur.

J. E. Maranda, of St. Paul St., Montreal, has been appointed agent for the Charles Fawcett Mfg. Co., stoves, etc., Sackville, N.B.

F. Hankin, manufacturers' agent, for some time in the Board of Trade Building, Montreal, has moved to the Coristine Building.

E. K. Spinney, Yarmouth, N.S., called at the Montreal office of Hardware and Metal. He spoke confidently of prospects in the maritimes.

At a meeting of the Stark-Seybold hockey club, Montreal, Herbert Seybold was elected president and E. Montgomery captain of the team.

Alfred Renaud, at one time connected with the iron trade in Montreal, died last week in Montreal in his 63rd year. He was born in St. Esprit, Que.

The hockey team of the Canadian Rubber Co., Montreal, has resigned from the Manufacturers' League owing to the game interfering with business duties.

H. G. Lawrence, president of the Lawrence Hardware Co., Halifax, N.S., builders, mechanics, and general hardware, has been a caller on the Montreal hardware trade.

R. E. Harris, president, and J. Walter Allison, director, of the Nova Scotia Coal and Steel Co., have been staying in Montreal in connection with the affairs of the company.

F. P. Jones, general manager of the Dominion Iron and Steel Co., has accepted the general management of the Canada Cement Company—the big cement merger. His salary will be $25,000 a year.

The Canadian Bronze Powder Co.'s works at Valleyfield, Que., have an equipment for the manufacture of bronze and aluminum castings. The factory also affords accommodation for a jobbing iron foundry.

The Canadian Iron Furnace Co.'s works on the Ste. Maurice, Three Rivers, have been partially burned out, the loss being about $50,000. The fire will probably throw some 200 men out of employment for some time.

A representative of Hardware and Metal recently caled upon Lamarre & Co., St. Remi, Que., who reported a good demand for ranges and heaters. The firm have a specialty in a No. 4 Tortoise heater with an all steel side oven.

R. W. Robb has been appointed manager of the Montreal office of the Robb Engineering Co., Amherst. Mr. Robb is a practical engineer, having had experience at the works, as well as erecting and operating the firm's engines in various parts of Canada.

Western Canada.

Claresholm, Alta., proposes to establish a garbage collecting system.

Fire at Harding, Man., destroyed the hardware store and warehouse of W. V. Stevenson. The loss amounted to over $10,000, with about half that amount of insurance.

Maritime.

A. W. Way, vice-president of The Lawrence Hardware Co., Ltd., Halifax, was a recent visitor to Sydney. The Lawrence Company is the reorganization of the old H. H. Fuller & Co., for whom Mr. Way was the travelling representative for so many years. H. G. Lawrence is president, and C. H. Bennet is secretary-treasurer of the new concern.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Twine Making.—Manifestly one of the first things necessary for making good twine is good raw material. The principal materials used for making twine are manila and sisal fibre. The manila all comes from the Philippine Islands, and sisal chiefly from Yucatan in Mexico. These fibres vary so much in quality that it is a hard matter to secure the grade best suited for making good twine. The Plymouth Cordage Company, from whose recent publication the facts are taken, has been using these fibres ever since they began to be imported to this country. But the fibre is only the primary factor in making good twine or rope. Just the right amount of oil must be put in; the fibre must be hackled thoroughly; the sliver or band of fibre that is prepared to spin into twine must be carefully tested and weighed to be sure that it is just right for spinning into the exact size of twine required. When it comes to the spinning, perfection of work is imperative. This is a very important thing in twine-making. The best of material may be spoiled by poor or careless spinning, which will produce uneven, lumpy twine. The spinning machines wind the twine upon bobbins, after which it is taken to the balling room. The machines are almost human which take the twine from the bobbins and wind it into those solid, even balls.

Trade Gossip from Canada's Eastern Provinces

St. John Hardware Firm Purchases a Large Building to Add to Their Present Premises—Woodenware Company to Rebuild Plant Destroyed by Fire.

MONTREAL.

Nov. 18.—C. Edward Wood, who in 1906 was appointed general sales manager of the Dominion Cartridge Co., Montreal, has severed his connection with the company, and joined forces with



C. EDWARD WOOD, MONTREAL.
For the Past Three Years General Sales Manager of the Dominion Cartridge Company.

the Standard Arms Company of Wilmington, Del., in the same capacity of general sales manager.

Mr. Wood will probably be looking up many of his old friends in Canada in the interests of his new firm. Before joining the Dominion Cartridge Co., Mr. Wood was associated with the Simmons Hardware Co. Mr. Wood was given a great send off by his friends in Montreal, and he was wished the best of luck in his new sphere of work. F. J. A.

HALIFAX.

Nov. 15.—Hardware jobbers report the volume of business for the season of year as very satisfactory. The travelers now on the road continue to send in good orders and the outlook promises a continuance until the end of the year. The high prices asked for many lines of goods has had the effect of curtailing sales in some districts, but otherwise the conditions are fully up to expectations.

Metals continue high in price, and cordage also has an upward tendency. At the present time the manufacturers will not quote prices on cordage for spring delivery. This is taken as an indication that quotations will be higher. Cement stocks are now running low but prices are firm, ranging from $2.05 to $2.20. Linseed oil has been advanced one cent per gallon. Boiled oil in barrel lots is quoted at 76 cents, and raw at 73 cents. Nails are in good demand with prices firm. Prices have not changed, however, since the recent advance noted in this column. Bar iron shows an advance of five cents. The quotations are $2.05 base.

All the stove dealers report business brisk, the demand for stoves this season being much greater than for some years. The call is for hall and bed room stoves. Some of the dealers have had to bring their workmen back at night to make up pipe, as they could not turn out sufficient in the day time to keep up with the demand. There is also a fairly good demand from the outlying districts for wood stoves. J. H.

ST. JOHN.

November 17.—An important property purchase for which negotiations have been going on for some time was completed this week, whereby the wholesale and retail hardware firm of W. H. Thorne & Co., became the owners of the five-storey brick building on King street, occupied by J. W. Montgomery, as a clothing house. The purchase of this property will mean a large addition to the premises of the firm, which already included nearly 90,000 square feet of space, and will give them a frontage on King Street, which is the main business thoroughfare of the city. By acquiring this property the firm will be better able to divide their business into different departments. It is their intention to use the King street store for the sale of solid silver, plated ware, cut glass, cutlery and other goods of a similar nature. At present these goods are in close proximity to the department containing small hardware and cannot be shown to advantage. The upper floors of the new building will be utilized for wholesale warerooms. About $10,000 will be spent by the firm in making improvements on their new building and connecting it with the present premises on Prince William street. The rear of the two building meet almost at right angles and an addition is to be built so that there will be an uninterrupted passage from one to the other. The new building has a frontage on King street of 42 feet and extends back 50 feet, while the present premises on Prince William street have a frontage of over 100 feet. While the new building will afford a larger and better space for showing costly silverware, etc., the removal of this department from its present situation will also make it possible to display shelf hardware to much better advantage. The work of remodeling will be commenced in a few weeks and when completed the firm should have one of the finest hardware stores in the Dominion. The enterprise was founded in 1867 by W. H. Thorne, the present head of the firm, and it has been gradually increased to its present large proportions.

The Canada Woodenware Company, whose plant at Ossekeag, King's county, was burned in June, 1907, is being reorganized, and sufficient capital is being secured to build an up-to-date plant at South Bay, St. John county. Exemption from taxation and a free site have been promised and it is expected building operations will commence shortly. The company was doing a profitable business previous to the destruction of the plant, and it is believed it will be even more successful at South Bay. George C. Weldon, president of the S. Hayward Co., wholesale hardware dealers of this city, is president of the company and William Brown, will again be manager of the concern.

W.E.H.

Interesting Trade Items Gathered in Ontario

Brantford Hardware Merchant Married — Kingston Hardware Business Changes Hands—Presentation to Cookstown Merchant —Grocer Buys St. Mary's Hardware Store.

KINGSTON.

November 17.—At a meeting of the board of governors of the School of Mining, tenders were awarded for the erection of a new chemistry building. The contract for plumbing, heating, ventilation, metal work and slating, was secured by McKelvey & Birch, for $7,672; the painting and glazing by T. McMahon & Co., for $1,940; and the lighting and wiring by the Newman Electric Co., for $1,195.50.

J. B. Bunt Co. have purchased the hardware and tinware establishment of Lemmon & Co., and are putting in a new line of goods. Mr. Bunt will have the active management of the store. He is a young man, with enterprise and progressiveness, and has been in the hardware business for seventeen years, all that time with A. Chown & Co., of this city.

It is stated on reliable authority, that among those interested in the new lease of the government dry dock, is the Collingwood Shipbuilding Company, and that when the lease is finally accepted by the government, as there seems to be no doubt it will be, it will mean the establishment of a very large repair plant in connection with the dry dock.

"Something occurred the other Satur-

day night, which would not make me favor the closing of stores at 9 o'clock," said a hardwareman. "After that hour, I made two sales of stoves, amounting to $75. Our business is rather peculiar; it is not like in a grocery store, or dry goods store; a person has to have someing in these stores, and if they do not come for it one day they will another time, but not so with the hardwareman, especially in the selling of stoves. You have got to be on the job when the people take the notion, and have the money."

E. G. B.

CORNWALL.

November 16.—One of the oldest established hardware businesses in this district is "Pitts' Hardware," located in Cornwall, it being established over half a century ago by Hiram Pitts. The present proprietor, R. J. Pitts, took the business over in 1886, and has developed the business to a commendable extent, the store and warehouse now occupying a floor space of 25 x 200 feet and two stories in height. Mr. Pitts was a traveler in his younger days before joining his father in business. He is also interested in several local manufacturing concerns, and is doing what he can to develop Cornwall as an industrial centre.

W.R.

SMITH'S FALLS.

November 10.—Thirty-six new houses were erected in Smith's Falls during 1909, at a value of $83,400. This includes St. John's Parish Hall, costing $8,000. The demand for hardware and tinsmithing has therefore been excellent. In addition to the above, there are three houses under way, making a total of 39 houses for the year. The $83,400 does not include improvements made during the year. About twenty new cottages were erected on the Rideau Lake near the town during the summer.

There have been 65 new connections to the town system of waterworks and sewage. The system has been greatly extended and will probably show a surplus of $6,000 for 1909. Over five miles of new granolithic walks have been constructed.

Frost & Woods are taking on men and by the end of the year over 500 will be on the payroll.

Inspector Barnes has started on a fire eescape cruasade to make the owners of every hotel and public building three stories high, equip the building with fire escapes.

G.C.K.

BRANTFORD.

November 17.—A by-law regulating the storage of gasoline in the city limits was passed by the council on Monday evening. The terms in brief, provide that no one in the city shall keep more than a barrel of gasoline without a permit. Persons desirous of keeping more than one barrel must secure a permit by application to the council, and must instal a Bowser tank in such location as the chief of the fire department shall select, and may keep therein not more than 300 gallons. The chief of the fire department shall also maintain an inspection for which the holder of the license shall pay $5 per year.

A quiet home wedding takes place this afternoon at the home of Mr. and Mrs. J. B. Laming, Toronto, when their only daughter, Nettie May, becomes the bride of George Andrew Elliott, hardware merchant, of this city.

With 5,000 working men employed for the most part in implement factories and iron foundries, there is a very brisk demand in this city for reliable machinists' tools. This is a feature which all local hardware dealers are not unaware of, and, with a well-stocked line of their needs, they make special inducements to mechanics to secure none but the best tools for use in their employments. This week Watt & Squire and A. Ballantyne show attractive windows of mechanics tools with a special view to this trade.

The day of the transient trader who comes here for a few days, and by the aid of generous gifts of various articles induces the citizens to purchase a pair of scissors or a razor, appears to have passed, or rather is in danger of extinction. At the last city council meeting, a by-law governing auctioneer's licenses, without which no peddler can offer goods for sale, was introduced, and given its first and second readings. By it auctioneer's licenses are issued by the city clerk, vised by the chief of police, who must be satisfied as to the character of the applicant, and finally passed by the city council at a regular session. An applicant must have a place of business in this city, and furthermore, the license may be cancelled at any time. For an infraction of the by-law, the maximum fine of $50 or thirty days may be imposed.

A. W.

COOKSTOWN.

November 16.—J. S. Willoughby, who recently sold his hardware and grocery business here and who is known to many hardware merchants throughout Ontario on account of his activity in the work of the Ontario Retail Hardware Association, is leaving Cookstown to locate with his family in Toronto. His friends here took the opportunity of making a presentation to him before his departure, accompanied by the following address:—

Your many friends of the Village of Cookstown having heard with regret of your intended departure to a wider field of opportunity and usefulness in Toronto, cannot permit you to depart without expressing our appreciation of you. You have always taken such an active part in everything that pertained to the welfare of our village, in its business life, church and Sunday school work and in our fraternal and patriotic associations, that we assure you we will miss you very much, and we wish you to know that your work has been very highly apreciated by your fellow citizens.

As a slight memento of our admiration and esteem we ask your acceptance of this secretary and bookcase, and as you use it, we know it will sometimes remind you of the many warm friends and well wishes you left in Cookstown.

F. E. E.

ST. MARY'S.

November 16.—James Chalmers, who recently announced his hardware business for sale, has sold to John M. Adam, a local merchant, who has shown exceptional ability in building up one of the best grocery businesses in this district. Mr. Adam will appoint a manager to conduct the grocery store and will devote his personal attention to the hardware business. He will make several changes and improvements in the store.

Mr. Adam intends joining the Retail Hardware Association, and will be an interested listener during the various sessions of the retail hardware convention at London next February.

F. E.

BARRIE.

November 15.—H. Dreyer, salesman in H. H. Otton & Son's store, had a fine hunting-goods window display, which attracted a gread deal of attention a fortnight ago. The floor was made up of maple leaves with a background of spruce trees. Beside one tree was the figure of a hunter in regulation costume, aiming rifle at squirrel, which was just emerging from a hole in a tree across the window. The full front of a deer was also shown behind a tree in the background and the whole effect was characteristic of a scene in the woods, Mr. Dreyer taking care not to destroy the hunting scene for the sake of showing a few goods for sale.

G. W.

BEAVERTON.

Nov. 13. — W. Glassford, hardware merchant, Beaverton, has returned from a hunting trip to Mowat, on the C.N.R., with the Beaver Hunting Club, of Beaverton. The six men in the club brought back six does and six bucks, as the reward of their energy, two of the bucks, brought down by Mr. Glassford's rifle, weighing 200 and 196 pounds respectively.

W.W.

MOUNT FOREST.

Nov. 13.—A centre of attraction last week was C. J. Thornhill's hardware store where a demonstration of cooking was conducted by representatives of the McClary Co., on one of that firm's ranges. Lee Thornhill's artistic hand was in evidence by way of an appropriately dressed window of a Thanksgiving design, with a live turkey in the corn with a thief and watchman.

W. G.

News From the Prairie and British Columbia

Victoria Paint Concern Takes Out Charter for Half Million Dollar Company—New Buildings at Calgary.

WINNIPEG.

November 17—The Railway Commission sat in Winnipeg on November 15, and received deputations from several sources. The commission has been in the west for several weeks, and have been chiefly engaged with the freight rate question at various points. An application was made by the City of Regina, for a lowering of the tariff on certain goods shipped from eastern points. One of the complaints voiced was that Winnipeg is unduly favored by the railways. Regina it is claimed is a distributing centre, and should have better rates from Fort William.

D'Arcy Scott, chairman of the commission, spoke enthusiastically of trade conditions of the west. There was no car shortage either in handling the grain or distributing merchandise, and everything was moving satisfactorily.

The following are the officers of the Wholesale Hockey League for the coming season:—President, Tom Hodgson, (Geo. D. Woods); Vice-Pres., W. F. Auger, (Ashdown's); Sec.-Treas., R. Dunn, (Marshall-Wells); Committee, G. P. Hoskins, (Geo. D. Wood); K. David, (Marshall-Wells); W. Martin, (Ashdown's).

R. C. Wrigglesworth, formerly clerk in Batty Bros., store, Norwich, Ont., has been engaged to manage the hardware department of the business of D. J. Wallace, Winnipeg.

H. Miller, of the Miller-Morse hardware house, has left the city for a month's vacation in West Baden, Indiana.

The International Importing Co. has opened up an office in Winnipeg, under the management of Percy W. Dyde. At present the company are confining their attention to importations of cutlery, small hardware and firearms.

Nevin McWilliams, chief clerk of the plumbing department of the J. H. Ashdown retail house, was married on Wednesday, November 17. His friends and fellow employees made him a presentation.

Retailers are making strenuous efforts to land splendid Christmas trade. Fancy goods, such as brass and nickel-plated ware are already on display.

The retail paint, putty and glass business keeps up well. The interior work output is very heavy, and retailers expect that this condition will prevail for a month or more. Paints have been going out heavily all season, and the trade is in excellent condition. The metal trade is quite active, and the quantity of interior metal finishings in demand this year is numerous, all over the west there is considerable building still in operation, and metal roofing is greatly in demand.

The wholesale sporting goods houses of Winnipeg report a splendid fall trade in sporting goods, and the prospects for winter business were never better. The abundance of big game throughout the forests has resulted in an exceptionally heavy demand for sporting rifles, ammunition and all hunters' equipment. Traps and trappers' supplies are also selling well. Large orders for curling stones, skates and hockey goods of all kinds are being received from points both east and west, and the demand for these lines will doubtless increase in volume as the season advances.

The James Stewart Mfg. Co., are comfortably located in new premises, at 156 Lombard Street, following their fire of three weeks ago.

H. F. Nobbs, manager of the Metallic Roofing Co., was in Toronto last week.

Joe Bassinette, accused of stealing a stove, two dozen shovels, eight axes and a pipe-cutter from Johnson & Co., hardware merchants, was found guilty and given six months in jail with hard labor.

VICTORIA.

November 11.—The Victoria city council will be in the market shortly for an up-to-date street flushing machine.

The Provincial Gazette contains notice of the incorporation of W. J. Pendray Co., with a capital of $500,000 to take over the business carried on by W .J. Pendray under the trade name of the B.C. Soap Works and the British America Paint Company.

The city council is to draw up another money by-law to raise the necessary funds to construct more sewers.

The Western Motor Co. will build a fire proof garage.

A. J. Clyde, the sheet metal worker and hardware dealer who recently bought out the B. C. Trading Co., has moved his stock to their premises 558 Johnson street, where he will continue business.

The city council is calling for tenders for ornamental steel pillars for carrying arc lights. The lights are to go along the causeway in front of the Empress Hotel.

The new pumps for the salt water system installed by the D'Olier Engine Co., Philadelphia, after repeated tests have failed to work satisfactorily. It may be necessary to get new bearings from Philadelphia.

John W. Balfour, Victoria, was in the city this week, and told the Hardware and Metal that his company, the Balfour Patents, Ltd., is meeting with very encouraging success in promoting the two pronged spike for railway purposes, which it controls. The proposition is not to manufacture, but to dispose of the rights to prominent steel workers.

W. B. C.

CALGARY.

November 15.—Trading is good, the demand at present being for heaters and builders' hardware, while holiday lines in the shape of cutlery, silverware and platedware are in better call and a very satisfactory trade has opened up. While the volume of business is hardly so heavy as last month, hardwaremen are well satisfied with what is passing. Sentiment in the trade is more than optimistic, some of the houses already being able to show sales records ahead of any previous year in their business.

Plans have been drawn by Architect McElroy for the Y. W. C. A. building, which will cost $45,000. The excavation work will be finished this fall and the construction work will no doubt be started next spring.

An addition, costing $20,000 will be built on Braemar Lodge.

M. G.

TO REINFORCE BRICK WORK.

A revolution in brickwork has been brought about by the introduction of a system of wire reinforcement in the same way that concrete is reinforced. A wire mesh is enclosed in the mortar by which means a homogeneity is given to brick walls and great extra strength. By the use of this wire reinforcement brick walls do not require a continuous foundation. They support themselves and a load; they have a strength in proportion to their height; and buildings are rendered soundproof, fireproof, dry, while an even temperature is preserved. A striking economy is effected in space, combined with the highest efficiency. In fact previously the mortar was only used to bed and fill the interstices between the bricks, while now with the use of the wire, the mortar becomes the strength and the bricks the filling. This wire, which can be conveniently handled by any hardwareman, is manufactured by Johnson, Clapham & Morris, Manchester, England, and the sole agent for Canada is F. Hankin, Coristine Building, Montreal.

EGYPTIANS WANT LONG CREDITS.

Dealers in hardware at Cairo state that there is a steady demand for American builders' hardware and tools in Egypt. Carpenters' tools of the cheaper grades are popular. Machine tools do not find an extensive market, as there are practically no manufactories in Egypt requiring their use.

There would be a wider sale for American hardware if the Egyptian dealer was granted the terms of credit granted him by European merchants, a credit of from four to six months.

A good proportion of the American hardware now sold in Egypt is placed though a New York company, which has an agent in Cairo to look after its business and payments and through whom it conducts sales on the terms to which the local merchant is accustomed.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

ARTICLES FOR SALE

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

AGENT WANTED

ENGLISH firm manufacturing full line of paints, dry colors, varnishes, etc., desire to secure Canadian agent who has good connection with the Canadian hardware trade. Having direct steamer connection with Montreal, long experience in manufacturing, up-to-date plant and equipment and large output, we believe good live Canadian agent could build up good business for us. We would be willing to advertise the line in Hardware and Metal. Apply, giving agencies held at present, to Box 917, HARDWARE AND METAL, Toronto. (50)

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere. Write for our proposition. Book-keeping Machines, Ltd. Head offices and show rooms, 424 Spadina Avenue, Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

TILES—Wanted, resident agents to sell glazed tiles, floor tiles, etc., in Winnipeg, Montreal, Quebec, Toronto, Halifax, Vancouver. Apply "Tiles," care HARDWARE AND METAL, 88 Fleet Street, London, England. (49)

WANTED—Representative in Canada for a well-known Sheffield, Eng., cutlery manufacturing firm, who already have an established trade. Correspondence confidential Apply Box 905, HARDWARE AND METAL, Toronto. (42)

BUSINESS CHANCES.

FOR SALE—Hardware, tin and plumbing business in Western Ontario. Stock $5,000. Turnover $18 000 Fine opportunity to the right party. Box 918, HARDWARE AND METAL, Toronto. (50)

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware, stove and bicycle business in one of the finest farming and dairying counties of Ontario. Stock about $4,500. Apply Box 906, HARDWARE AND METAL, Toronto. (46)

HARDWARE BUSINESS WANTED — In Ontario town or city. Write giving stock and turnover. Box 916, HARDWARE AND METAL, Toronto. (49)

HARDWARE BUSINESS FOR SALE.—A good running hardware business in the Province of Alberta for sale. Stock about nine thousand dollars. Amount of turnover between thirty to thirty-five thousand dollars per year. Nothing but cash will be considered. For further information apply Box 913, HARDWARE AND METAL, Toronto. (48)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED furnace and stove salesman open for engagement with first class company the first of the year. Twenty years' practical experience in Canada and United States. Six years' traveling experience in Ontario. Would consider city engagement. Address, Box 907, HARDWARE AND METAL, Toronto. (tf)

HARDWARE CLERK, seven years' experience. Best references, pictorial advertiser, excellent stock-keeper and strictly honest Speaking French and English fluently. Box No. 919, HARDWARE AND METAL, Toronto. (47)

HARDWARE traveler with an A1 connection is open for an engagement January 1st, 1910. Twelve years experience in the Ottawa Valley. Communications strictly confidential Address Box 914, HARDWARE AND METAL, Toronto. (48)

WANTED—Position as hardware salesman; wide experience in shelf and heavy hardware. Best of references, Would start work at once. Box 910, HARDWARE AND METAL, Toronto. (47)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

CASH AND PACKAGE CARRIERS — Better and quicker service in your store results from the installation of the "GIPE" system of Cash or Parcel Carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods, and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co, Ltd., Galt, Ont. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd. 30-32 Adelaide St. W., Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Limited, 8 John St. N., Hamilton. (tf)

COUNTER CHECK BOOKS—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using—we'll send you prices that will interest you. Our holder with patent carbon attachment will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3.00 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 36 contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery with Cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Limited. 36 King St. West, Toronto. Write for a copy to-day. It's free.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

725 000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

ARTICLES WANTED

SWISS RIFLES WANTED—Anyone having an overstock of Swiss army rifles to dispose of is requested to name lowest price for prompt acceptance. Address, F. Y. W. Bratowaite, Blind River, Ont. (46)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE BUSINESS FOR SALE — Good Ontario town; population five thousand; one opposition; stock six thousand, at 90 cents for quick sale. Box 915, HARDWARE AND METAL, Toronto. (47)

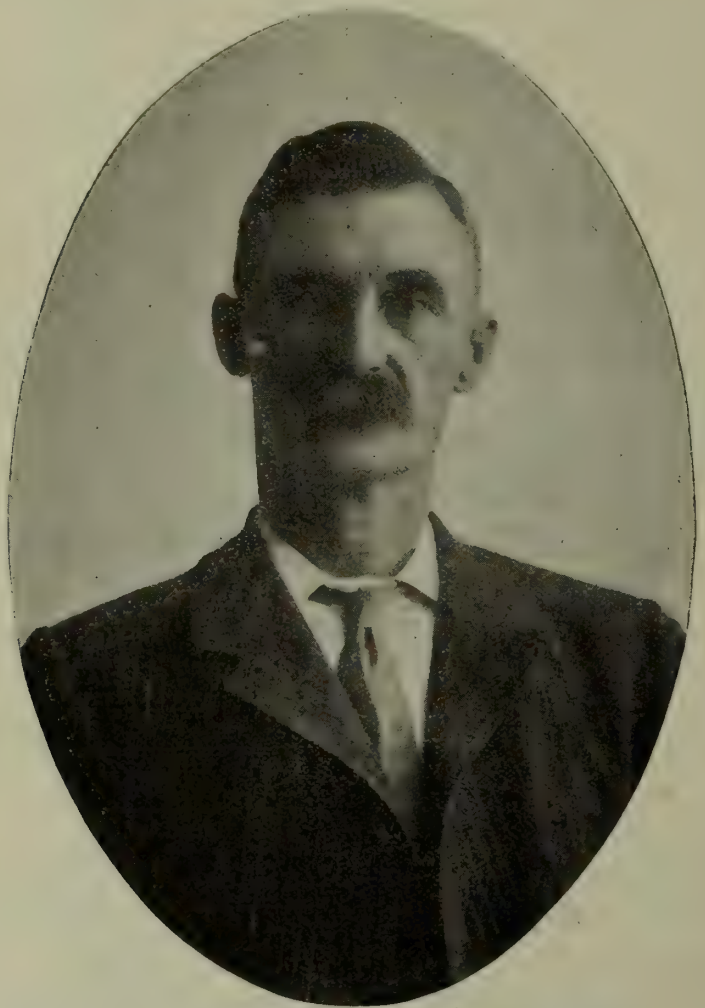
SITUATIONS VACANT

WANTED—Salesman with well established trade to sell an old and well established line of heating stoves on commission basis. Give full details as to lines carried, references, etc. Box 912, HARDWARE AND METAL, Toronto. (50)

Medicine Hat and Its Hardware Stores

A Municipally Owned Natural Gas Well—Cheap Light, Heat and Power—Three Hardware Stores—All Report a Very Satisfactory Condition of Trade—Favorable to Formation of a Retail Hardware Association.

The natural gas city of Medicine Hat is situated on a level plateau, in a bend of the south branch of the Saskatchewan river. The land upon which the business portion of the city is built gradually slopes towards the river, while the surrounding hills are adorned with the handsome residences of its successful business men. This city owns its own natural gas well, and supplies the citizens at 13½c per 1,000 cubic feet. Gas is used for lighting, cooking and heating, and is so cheap that the city allows the street lights to burn continuously, it costing less to do so than to employ men to turn it out mornings and relight at night.



James Rae, a Pioneer Hardwareman at Medicine Hat.

Three Hardware Stores.

The Marshall Hardware Co., of which W. B. Marshall is president and H. A. Hunter, vice-president and manager, began business two years ago, as successors to W. B. Marshall & Co. They occupy the greater portion of The Marshall block on Toronto St., a three storey and basement building. The main store and show room is 32x80 feet, full depth of the building being 126 feet. The hardware section of the store is fitted up with oak front Bennett shelf boxes, made by Cameron & Campbell, Toronto. Samples are fastened to the fronts of the boxes. The firm's business shows an increase of at least 25 p.c. over the preceding year, brought about by the large influx of new settlers, who are engaging in mixed farming, and supplanting the large ranchers, as well as by increased activity in building within the city. The Marshall Co. are making a speciality of window displays, cuts of which frequently appear in Hardware and Metal, their plan being to make displays appropriate to the season. At present they have a "Harvest Window." This was preceded by a "Fishing Window," and will be followed with a "Cutlery Window."

The many friends of Fred Hocking, formerly of The Hockin Siddons Co., Moose Jaw, who now occupies the buyer's desk at The Marshall Hardware Co., will be glad to learn that the climate of Alberta is proving beneficial, and that the rheumatism from which he so severely suffered is leaving him.

James Rae, whose store is also on Toronto St., succeeded to the present business in 1904, although Mr. Rae was a member of the firm whom he succeeded. His store and basement are filled to overflowing, and he also has a large warehouse on the railway tracks. Mr. Rae says that this year promises to exceed all previous years, in the volume of business, and collections are extremely satisfactory. Crops and prices are good, and money plentiful. Mr. Rae's son, who is associated with him in the business, has very decided ideas as to the great value a good Provincial Hardware Association would be to the hardware men of Alberta.

Enlarging a Store.

J. J. Hewitt, who succeeded to the business of R. E. Walton in December last, was formerly connected with The Marshall Hardware Co., and occupies a fine brick store on Main Street. Mr. Hewitt has just completed an addition to the rear of his store, into which he is moving his tin-shop; the portion formerly used as a tin-shop is being thrown into the store, which will give him a show-room of 24x90 feet. A pair of offices will be fitted up at the rear of the store, one being for the bookkeeping and general business, and the other a private office for Mr. Hewitt, and for buying. Above the offices a deck will be arranged for the display of plumbing goods, the purpose being to show a complete bath room outfit. Mr. Hewitt has a force of fifteen men in all departments. He is also a strong believer in the necessity for a Provincial Association, in order that the abuses which are gradually creeping into the trade may be dealt with before they become more formidable.

H. N. J.

NEW CATCH FOR LANTERNS.

It is curious how often the greatest successes in business are the result of small improvements of the simplest kind The effective manner in which these simple devices perform just what is intended of them is often amazing. Such an improvement is a new patent catch the Ontario Lantern & Lamp Co., Hamilton, are equipping all their "Banner" lanterns with. This catch is on the side of the tubular part of the lantern and by a turn of the thumb the lift is held in position so that it is impossible for the same to drop, whilst with another turn of the thumb the lock is released and the shade lowered into position.

The immense increase in the business of the Ontario Lantern & Lamp Co., has necessitated the building of a new wing which is now about completed. This wing provides about 25 per cent. more floor space and is equipped with all the latest and most improved machinery. The very high standard set by this company on their goods necessitates a constant attention and watchful care.

Who makes the goods talk—whoever exhibits the true nature and uses of an article of commerse—whoever correctly and interestingly tells the news about his merchandise—he is the true advertiser.

CORRUGATED

IRON

We make it—either painted or galvanized, in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge, Winnipeg

Get this FREE Book before you build. Tells why fireproof metal material is cheaper from first to last—tells why one kind is the cheapest it's safe to buy. No matter what you mean to erect or repair, indoors or out, send for book. Ask nearest office

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Oshawa Metal Ceilings Fit for the finest building. Cost little enough. Reduce fire-risks. Two thousand designs for stores, halls, warerooms, churches, residences, etc. Write for handsomely illustrated book showing exclusive Pedlar designs.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Glass—Plate
(Window and Ornamental)
Fresco Colors and Alabastine
Stains of all kinds
Turpentine
Enamels
Pure Ready Mixed Paint
Hard Oil Varnishes
Emery Cloth and Powder
Neatsfoot Oil
Spirits

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Stephens

name on every

Can
Oil Colors and Japan Colors

Lead
Iron Fillers and Wood
Mixed Paint
Interior Finishes
Tar
Eagle Lampblack
Dry Colors

When you have been sufficiently misled by buying other brands than *Stephens*

Drop us a line

MANUFACTURERS and JOBBERS

Winnipeg and Calgary

A few Reasons Why You Should Handle

PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.
They have Iron to Iron connections.
They have a large Centre Water Column.
They are set without rubber packing or washers.
They have large, powerful Direct Fire Surfaces.
They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Nov. 18.—With the continued spell of beautiful weather the trade although of a sorting nature, continues heavy. The past season has seen so much building in every part of the country that both builders' supplies and household goods have been in demand steadily. The increased population of the country has had a tendency to rapidly deplete stocks in the cautious retailers' hands, and repeated orders for several lines has been a feature of the fall trade. This was perhaps more noticeable in heating goods and stoves. Merchants stocked on the basis of last year's trade but they have found that this year they were altogether too light. They were wise in buying conservatively, but much to the gratification of all retailers everywhere are lengthening their cords and strengthening their stakes.

Holiday goods are going out from wholesalers freely just now. The Xmas trade promises to be an excellent one. Mr. Lawrence, manager of the Ashdown retail, who was in Chicago last week, stated that manufacturers and wholesalers of holiday goods anticipated the heaviest season's trade they have ever experienced, and their attention is directed toward Western Canada.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $3 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

IRON WASHERS—Full box, 45 per cent.; smaller lots, 40 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

STEEL SQUARE—45 per cent. off new list.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.65; 18, $3.70; 20, $3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

TIN PLATES—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pennoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; National Light, 25, Silverlight, 21; engine gasolene, 24c; Acme Lamp, 30; White Lily, 23; Royal, 22½c; White Rose, 24.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 76; boiled, 3c per gal. advance on this price.

AMMUNITION—F sporting, in 25 lb. kegs, per keg, $5; FF sporting, do., $5.25; tower proof, do., $8; honker, in 25 lb. tins, per tin, $9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, $26.50.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

Genuine "K" Red Hones



We import only this celebrated line of curling stones, which are universally recognized as the best made. The running surfaces are cut by a new process which ensures absolute accuracy and uniformity in play. We can supply in all weights from 36 to 42 lbs. each. Also curling-stone boxes, brooms and uniforms.

Liberal Discounts to the Trade.

The Hingston-Smith Arms Co.,
Limited
Sporting Goods - Winnipeg

SHERWIN-WILLIAMS
FLAXOAP



A Household Necessity Cleans all Surfaces

Flaxoap is a product which every dealer should handle because it is a splendid seller and nets a good profit. It is a pure linseed oil soap put up in paste form. Owing to the fact that linseed oil soap is the life of paints and varnishes, Flaxoap is the best cleaning material that can be used on all painted and varnished surfaces, as it tends to keep the paint or varnish film in perfect condition.

Write us for further particulars now and place a stock of Flaxoap on your shelves.

THE SHERWIN-WILLLIAMS CO.
MAKERS OF PAINTS AND VARNISHES
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C. 724

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



A MARTIN-SENOUR PAINT AGENCY

if fully explained will interest you.

The 100% PURE PAINT will increase your sales.

We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED
EDMONTON - - - - - WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Western Motor Co. will erect a large modern garage at Victoria.

The National Elevator Co. will at once erect a 60,000 bushel elevator at Port Arthur.

The Battle Creek Health Food Co., London, will build a four storey addition to their plant to cost $2,500.

The Parker Dye Works, Toronto, have applied for a building permit for a large and complete gasoline cleaning plant.

The Canadian Corrugated Pipe Co. has purchased several lots at Portage la Prairie and will erect a plant there.

A new steel manufacturing plant is to be established in Longue Pointe by the Montreal Steel Works, the property for the new establishment having been purchased last week.

The Brackman-Ker Milling Co., Vancouver is planning to move to larger quarters, and it has acquired for $100,000 a new property. It is planning to build in the near future.

Mr. Armitage, of Cleveland, Ohio, proposes the building of a $40,000 worsted industry at Ingersoll; and H. S. Peters, or Dover, N.J., may also establish a Canadian branch factory there for the manufacture of "Brotherhood Overalls."

Hourd & Co., London, have commenced work on additions to their factory which will increase the capacity of the plant over 50 per cent. Two new buildings are being erected. It is understood that a number of additional men will be taken on when the work is completed.

A wire factory is an industry that will probably be established in New Westminster in the near future, and Thomas F. Black, of the Black Hardware Co., Winnipeg, is at present conferring with the city council and board of trade there on the matter of securing a suitable site for the proposed plant.

The Regal Automobile Co., of Detroit, proposes to establish its Canadian branch at Windsor, and a new company is being organized, including E. N. Richards, of Windsor, who is to be manager. To supply the Canadian trade the company proposes to establish a $100,000 plant, with a capacity of five cars a day. Negotiations for a suitable site are being made and it is expected building will begin in two or three weeks.

Negotiations have been concluded for the location at Welland of a large steel plant, where smelting will be done by electricity. This company will be known as the Electric Steel Co. of Canada, with head office in Toronto and branch office in Buffalo. The men behind the industry have large interests in steel and iron in the Pittsburg section. They are: President, Tyson S. Dynes, St. Louis, Mo.; vice-president, George G. Goodrich, Saratoga, N.Y.; secretary, A. S. Ramage. Work on the initial building, the billet mill, will begin in a few days. One thousand horse-power for the operation of the mill have been contracted for with the Falls Power Company. The daily output will be 1,000 tons, which will require 2,000 tons of ore daily or a shipload a day. Five vessels are already under contract to deliver ores before the close of navigation, for it is anticipated that the mill will be ready for testing before the opening of navigation next season. It is intended to erect next year other mills for the making of finished products in iron and steel.

Municipal Undertakings.

A $4,000 water main will be laid at Welland.

A new main sewer will be constructed at Sackville, N.B.

Work is being pushed on Prince Rupert's waterworks system.

A number of extensions will be made to the Vancouver waterworks system next year.

Victoria is making surveys relative to undertaking the construction of a waterworks system from Sooke Lake.

The installation of New Liskeard's waterworks connections is held up by the lack of the necessary fittings.

Wingham ratepayers will in January vote on a by-law to construct a waterworks system and a main sewer.

The Canada Foundry Co., Toronto, at $630 was awarded the contract for steel pipe required for the Ottawa waterworks system.

The Ontario Railway and Municipal Board have approved by-laws under which Cobalt township is to spend $75,000, and the town of Cobalt $25,000 upon a water works system.

Despite numerous threats on the part of the Windsor Council, work on the Walkerville relief sewer is progressing rapidly. On the ground that to allow the sewer to empty into the river so close to the Windsor water works would pollute the water used by nearly every family in Windsor, the matter has been referred to the Provincial Board of Health.

By installing a gravity system, which will do away entirely with maintenance and operating expenses, Hamilton hopes to save save about $25,000 a year on the new west end sewage disposal plant, which will be built next year if use in ermany.

system will be the first of its kind in this country, although there is one in use in Germank.

Public Buildings.

A C. N. R. and G. T. R. union station is proposed to be built at Cobourg.

The Morris vaudeville trust will spend $1,000,000 on new theatres in Canada.

A new $70,000 vaudeville theatre will be built at Ottawa by Buffalo interests.

A new post office building is promised to be built at Weyburn, Sask., next year.

A $10,000 wing is proposed to be added to Royal Victoria Hospital, Barrie.

A special committee has recommended the building of a $30,000 hospital at Wetaskiwin.

The Waterloo, Ont., Board of Trade endorse the proposition to erect a new market building there.

The Yorkton, Sask., school board are to erect a collegiate next spring at an approximate cost of $13,000.

The Presbyterian College at Saskatoon will begin building next April, if $50,000 has been collected by that date.

Queen Street East Methodists hope to erect a substantial new building in a more favorable location at Toronto.

The new Parkdale Public School Toronto, is to be constructed at a cost of $5,000. A permit for the building has been granted.

Macleod council has under consideration a project to build a $25,000 hospital, and run it as a civic venture, equipping it in up-to-date fashion.

A new eleven-room public school on Logan Avenue, Toronto, instead of the proposed five-room structure, is now the desire of the Board of Education.

The congregation of St. Andrew's Roman Catholic Church, Port Arthur, have decided to adopt the plans of G. E. Tanquay, of Quebec, for a new cathedral that will cost from $85,000 to $100,000.

A temporary station will be built by the B. C. E. R., so that the present depot may be razed, to make room for the magnificent new station which the company has planned to erect for its New Westminster terminus.

Plans for the reconstruction of the burned wing of the Toronto Parliament Buildings were submitted to Hon. Dr. Reaume, Minister of Public Works, by Mr. E. J. Lennox, the architect. The cost is estimated at $285,000.

It is stated on good authority that the Canadian Northern have had plans prepared for a new up-to-date station fitted up with all modern improvements. Those who have seen the plans say that it will be one of the best stations along the main line.

A deputation representing the Toronto Reform Association interviewed the Ottawa government with respect to the consolidation of the various Toronto

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL



Hammer the Hammer

Nothing will fire *this* revolver but pulling the trigger. Let it fall from the table, from your pocket kick it across the room—"hammer the hammer"—*nothing doing* until you pull the trigger.

Sell What the Public Wants

The demand for Iver Johnson revolvers has grown every year because we make an absolutely safe, and absolutely good revolver, and back it up with advertising in the big national magazines and the sporting publications.

More than 2,000,000 Iver Johnson Revolvers have been sold.

Handled through the trade only—never on "premium" lists—never sold by mail where the dealer will handle the inquiries we refer to him.

Send for Dealers' Catalogue or give your jobber an order

Iver Johnson's Arms & Cycle Works, 330 River St. FITCHBURG, MASS.

Pacific Coast Branch Phil. B. Bekeart Co., San Francisco, Cal.

Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON SAFETY AUTOMATIC REVOLVER

Ask US to quote you for

PAINTS (READY MIXED AND IN PASTE)

DRY COLOURS

DISTEMPERS, VARNISHES, Etc

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience and know that we can compete

. . .

HOYLE ROBSON BARNETT & CO. Ltd.

HEAD OFFICES:

35 CLOSE, NEWCASTLE ON-TYNE ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.



Good Bars and Bolts

are indispensable to every hardwareman. You can be on the **safe side** if you handle the kind that is uniform and flawless throughout.

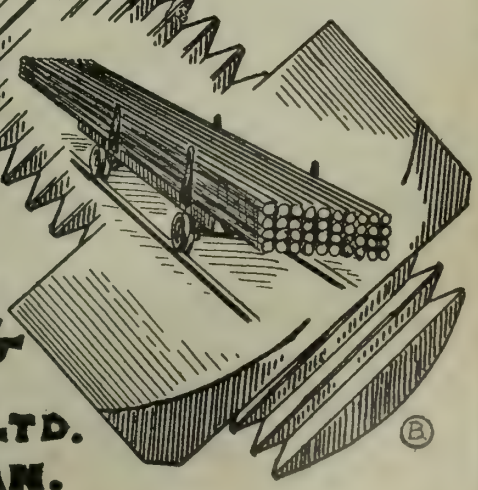
London Iron

WRITE FOR PRICES

Sales Agents:

Baines & Peckover, Toronto, Ont.;

Bissett & Loucks, Winnipeg, Manitoba



LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N. S

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

branches of the government service in one new, centrally-located and commodious building.

The Toronto Board of Education will erect a three-storey brick school, Marion Street and Lansdowne Avenue, $55,000; a two-storey public school on George street, $13,000; and a three-storey brick high school, on Harboard street, $50,000.

Electrical Goods Development in Holiday Trade

Make a Good Showing of Electrical Goods—Lines to Use in an Attractive Window Display—Miniature Lamps for Christmas are Good Sellers.

For the Christmas trade the hardwaremen can make a good showing of electrical goods. There are a number of novelties on the market, some useful, others more of a toy character, but all good sellers. In addition to electrical lines being attractive in themselves, they are not done to death by severe competition, and they carry a fair profit. A good electrical display is an advertisement for a store in a general way as there is nothing more certain to attract observers.

Window of Electrical Utilities

A window of electrical household utilities would prove a great attraction, and one not difficult to design or very expensive in character. The trim could be that of a sitting room, and, of course, the merchant could make his fillers of staple lines. In prominent position, he could show a sewing machine operated by a little electrical motor, and nearby, in happy juxtaposition, an electrical flat iron on an ironing board. It will be noticed that both these lines serve to display staple goods of hardware. On a table might be placed an electric cigar lighter, an electric chafing dish, coffee percolator, and tea pot. Going more into elaborate articles an electric luminous heat radiator could be shown, which not only gives out heat, but lights up with a cheerful glow, and a cupboard with an electrical attachment whereby the opening of the door turns on an electrical light inside, and the closing shuts off the connection. A vacuum sweeper might also be included. To this list could be added these articles which carry their own battery with them, and can be used in any home. There is the electric candle, which has its battery in the candlestick, the clock with its light over the face, or the watch stand also supplied with its tiny bulb. There is a wide range of novelties which the enterprising merchant can show.

Miniature Lamp Display.

Splendid decorative effects can be produced by miniature lamps, and the consumption field is a very wide one. At Christmas time, especially, when so much entertaining is going on there should be a good demand for these lights as they can be made to produce such charming effects, and can be installed by anyone. The ordinary Christmas candles for lighting effects are a back number. Besides, candles are unsafe. Nothing adds greater charm to the decoration of a room than the gem-like gleams of tiny electric lights from the flowers, or the dinner table, or from the walls, columns, balsutrades, and chandeliers. The Edison Electric Decorative Lighting outfits sold by the Canadian General Electric Co., Toronto, produce very beautiful results, as each lamp gives twice the light of the ordinary Christmas candle. They are very convenient to arrange. It is simply necessary to twine the festoons among the vines and flowers, or drop them over the trees and other objects to be decoroted, screw the little lamps in place, and put the attaching plug in the nearest regular lamp socket. The outfit is flexible, constructed in a thoroughly practical manner, and is a serviceable and valuable household possession. An outfit will last for years. For Christmas trees they are especially good, as they do away with all danger of fire, and are so well insulated that children can handle them with safety. For decorative effect the hardwareman could show them to advantage in his own window.

Inverted Gas Burners.

An inverted gas burner has been invented which does away with many of the disadvantages attached to the old style, especially that of discoloration. In this burner, by a peculiar construction of the upper portion, the heated air is deflected, while the aid of an insulator inserted in the gas tube prevents the fitting above the burner becoming heated and discolored. The burner has a two way smoke diffuser which obviates the blackening of the ceiling, while an efficient dust trap and pressure regulator ensures the right quantity of clean gas and air entering the mantle to fill it and keep it wholly incandescent.

A novelty in burner construction is that of the insertion of a convolute spring between the mixing chamber and the body of the burner, by which means the latter is held in suspension, and shocks at the mantle are obviated. The spring and an asbestos washer, used in connection with it, act as non-conductors of heat between the gas nozzle and the gas regulator, and thus keep the latter comparatively cool so that it may be adjusteh when the gas is burning. The flexible joint effects a considerable saving in mantles, and also saves the expense of fitting special anti-vibration apparatus where mantles are particularly liable to shock.

English-made Glass.

A distinct revival has lately taken place in the demand for English made glass for gas and electrical light purposes. This is due largely to the improvements that are being made in the product, and to the unique designs that are being gotten up. Shades for both gas and electric purposes are now being made in various finishes, including opalescent colors, tints, etchings, and intaglio decorations. The last-named decoration, though new to this generation, is in reality a revival of a very ancient art; and it is as beautiful as it is old. It takes the form of an incised decoration on the plain surface of the glass, and is effected by a process which is neither cutting nor engraving but a mixture of both. The effect produced, especially when applied to large and expensive flower vases, is strikingly brilliant and beautiful. It is hardly less pleasing when applied to gas and electric shades, and perhaps at night, when illuminated, the brilliance would be even more marked.

Push Oil Lamps.

Although the development in electric and gas lighting has hit the sale of lamps very heavily, in some districts, still there is a great sale for these articles not only in those communities where they are still in monopoly, but even where the more modern means of lighting are now in vogue. Many people prefer oil to gas or electricity, especially for reading, while artistic lamps make handsome additions to the furniture. It is therefore wise to keep on pushing lamps, not only because of the profit on the article alone, but because the sale of a lamp is always productive of other sales rendered necessary by the demands of the lamp for fuel and for up-keep. When a lamp is sold there is an excellent opportunity of making a customer for the oil, and it is also most natural that the continual demand for lamp chimneys, globes and wicks shall be made at the same store where the lamp came from originally. These are all profitable commodities to handle and they assist to hold the trade together by compelling the users to seek the store where the goods are supplied. Lamps have fallen under some condemnation on account of their liability to smoke and smell, and their failure to render a powerful light. But in nearly all these cases the actual cause is the neglect of the owner, and not in the least the fault of the lamp. Undoubtedly lamps are well worth pushing despite later methods of illumination.

BUSINESS CHANGES HANDS.

Electrical Specialties, Limited, Toronto, have sold their plant for manufacturing electrical batteries to Alfred Landau, of the Canadian Carbon Company and have removed to 115 Church Street, where they will continue their auto and motor boat supply business.

The Canadian Carbon Company will continue at 12, 14 and 16 Shuter Street, Toronto, where they will devote their attention to the manufacture of "X cell" batteries and the importation of "Fabius Henrion" carbons, Mr. Landau being manager.

The Retail Paint Trade

TAKE INTEREST IN CUSTOMER.

A great factor in a merchant's success is the treatment of his customers, and especialy is this so in connection with the paint department. Some people have most crude ideas of painting. Not only are they uncertain as to the color that they really want, but they are ignorant as to the best way of applying the paint, and the right kind of brush to use. It is, therefore, with a certain feeling of doubtfulness that they enter the store, and upon their treatment while buying depends their further relationship with the merchant.

It can be easily seen that a customer in this uncertain state of mind is readily affected by the treatment he receives. If the clerk is off-handed, and seems surprised that the purchaser does not know his own mind on such a simple subject, and makes no attempt to find out what really is required then, already predisposed to feel any lack of interest, the purchaser buys the goods and goes away feeling that it will be a long time before he purchases any more paint at that store. In a case where the customer knows exactly what he wants then any lack of attention, if not unnoticed is not felt to such an extent.

But if a clerk takes an interest in a customer who is in doubt, a feeling of appreciation is felt that will mean many dollars and cents to the store. The difficult question of what color would go best is solved between the two, the right kind of brush is bought, and the customer goes away primed up with those simple little painting rules which are so easily learnt and yet mean all the difference between good and bad work. "That is a fine store" is the thought when the purchaser goes away, "and I am going to tell So-and-so about it." Just think of what this means to a paint department.

Especially at this time of the year when the womenfolk are buying household lines such as varnish, stains, enamels and such like, is it essential that the dealer and his clerks should take an interest in each purchase and put the customer on the right road. Even in the quantity required there is a chance of putting the store on a good footing with the customer. Women have a very vague idea of the amount of paint that they will require, and often ask for a large tin when a small one will do. The merchant does not lose in the long run when he prevents a customer from overloading herself. He may lose on the sale, but he gains a friend, and it is friends that a merchant wants, not customers who would as soon buy from a competitor as from him.

Then, again, comes the question of complaints. It is the complaints that never reach the merchant which hurt his trade so much. A purchaser goes away

"the finish"
"that endures"

Floorglaze

This is the new super-good floor finish—now coming in Transparent Lacs as well as Solid Enamel Colors—that your customers will always want and talk about. With a line of M.L. Floorglaze Enamels and Lacs you can take care of a bigger and better satisfied trade, without stocking so many kinds of paints and varnishes as you carry now.

Send for sample can, new color card, and proof that it is sold for you as well as to you.

Imperial Varnish and Color Company Limited
TORONTO

Stocks at Toronto (Morse Street); Winnipeg (108 Princess Street); and Vancouver (550 Beatty Street).

M. R. M. CO.

HORSE NAILS

Made from
Swedish Rods
The most uniform material that can be bought
by our
New Cold Process



Hardware dealers are making
Goods Profits
by stocking M Horse Nails which are in great demand
by all
Skilled Blacksmiths

Holding and Driving Qualities

The Montreal Rolling Mills Co.

and owing to no instruction from the salesman puts on the paint improperly, and without giving the surface any care. A bad appearance is the result, and the paint and the dealers are at once condemned. If the customer comes back with the story, the merchant has a chance of putting the matter right, but as in many cases the complaint does not come under his notice a great injury is done to his trade, all because his salesman in the first place took no trouble to give the purchaser some hints as to how the stuff should be applied. Too much attention cannot be paid to a customer, and the greater the interest taken in the purchase the greater the ultimate profit to the store.

PAINT AND OIL MARKETS

MONTREAL.

November 19.—An improvement has been noticed in general business due no doubt in some measure to the fact that the mild weather has encouraged some rush orders. The renewed activity has not been confined to any particular line, but distributed evenly in all branches of the trade. The cut in turpentine does not seem to have completely effected its purpose, and the buying is still on the quiet side. Linseed oil is firm and showing good activity, while there is a better movement in ground white lead. Red lead is in steady request. Household lines are moving in an encouraging fashion.

TURPENTINE—Notwithstanding the drop in some quarters in turpentine the hand-to-mouth buying that has been in evidence for some time past has not improved to any material extent, and the buying has been quiet, especially considering that at this time of the year turpentine should be in good request from all the large factories. We quote 78c to 80c for single barrels.

LINSEED OIL—A good feeling is apparent in linseed oil. Buying is active, and an optimistic feeling prevails regarding market conditions for the future. We quote. 1 to 4 barrels, in one delivery, raw, 73c per gal.; boiled, 76c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD — A better inquiry is noticed. No change in market conditions has occurred and quotations are still as follows: Strictly pure about $5.25 to $5.75, according to quality, and No. 1, $4.85 to $5.25, f.o.b., Montreal.

RED LEAD—Prices keep remarkably steady, and the trade, without being particularly busy, report a satisfactory output. We quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—White zinc has been in fair request for some time, and good sized orders have come in during the week. Quotations are unchanged: Dry V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS — For brown and gold size japans the output this week has been very good, mild and damp weather calling for the free use of dryers. Varnishes are also in good demand.

PUTTY—Putty is in good request at very firm quotations. We quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TORONTO.

November 19.—The continued mild weather has induced a better buying of paint lines. Many of the larger hotels and warehouses which ordinarily wait until spring to furbish up are this season joining the growing army of fall painters. Nor is the painting fever confined to these larger concerns. Hardwaremen state that in the country points farmers and small home owners have gone on with painting at a better clip than during any previous fall season. The farmer has been doing as much outside work as possible while the mild weather lasts. Having finished his fall plowing and many of his repairs about the farm and barns, he has of late been brightening up his house. This condition has helped good sales of white lead in oil, which has been a prominent feature of trading of late, and particularly this week.

Prices are stationary compared with a week ago, though there is a distinctly easier feeling in regard to turpentine prices.

LINSEED OIL—This line remains unchanged, but the price of flaxseed seems to keep advancing, which tends to strengthen the market, although there is not any great demand for oil at the present time. Single barrels of raw oil are at 73c a gallon; 5-barrel lots, 72c; and 10-barrel lots, 71c. Boiled oil runs 3 cents higher than these figures.

TURPENTINE—"Turps" at the Southern States have suffered a slight decline ranging from two to three cents per gallon. At the reduced price one of the large exporters cleaned up the market the latter part of last week when a new advance took place, but as the demand was not quite as strong as it had been the market declined again. It is still claimed that the quantity produced shows a very great shortage. Turpentine may be had in Toronto at various prices ranging from 80 to 83 cents. One house has dropped its quotation for single barrels to 80c from 82c. Trading is quiet.

GLASS—Prices are still firm at 30 per cent. Some little glass has come

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

ARE YOU AWAKE

to the possibilities of big profit-making in your paint department ? In the line of wall finishes, when the painter wishes to obtain that subdued, velvety appearance on wall and ceilings which is so much desired, recommend

MURESCO

the Best Wall Finish. You will find it a genuine satisfaction-giver, and a line you can handle with good profit.

Get our color card and prices.

BENJAMIN MOORE & COMPANY, Limited

TORONTO NEW YORK CHICAGO CLEVELAND

Agencies:—A. M. Bell & Co., Halifax, N.S.
Emerson & Fisher, St. John, N.B.
Hanbury Hardware Co., Brandon, Man.
Enterprise Hardware Co., Saskatoon, Sask.

FLATTINE WOOD FINISH

You can exactly fill the painter's requirements, when he wants to get a rubbed finish on gloss finished work, if you handle FLATTINE.

FLATTINE gives the appearance of a high-grade rubbed finish, without the labor and expense of rubbing with pumice and oil or water.

It is a great moisture resister and does not mar or scratch white.

SEND FOR PRICES TO-DAY

INTERNATIONAL VARNISH CO., Ltd.

Makers of Fine Varnishes TORONTO Branch of Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

up from Montreal this week, which has temporarily relieved the situation.

PUTTY—Still good business is being done at unchanged quotations.

WHITE LEAD—The market seems to be firmer this week on rumors of a better understanding among grinders. Demand is better, also, and a very fair selling week is this present one. Prices run from $5.55 to $6 for small quantities.

RED LEAD—Sales are steady for small lots at quotations ranging from $4.25 to $4.55, according to quantity and quality.

PETROLEUM—Very active are all oil lines, though prices continue steady. Pratt's astral is 17½; water white, 15½c; and prime white, 13½c.

RETAIL PRICES OF OIL

F. W. S. Davis, salesman for Sanderson Pearcy & Co., Toronto, writing to Hardware & Metal, suggests that this is a good time for retailers to advance the price of linseed oil and turpentine. The quantities sold at this season are small and the opportunity for educating customers to the higher prices now ruling on these lines is much better now than next May or June. The retail prices suggested are as follows.

	Raw Oil	Boiled Oil	Turpentine
5 gallon lots at	$0.90	$0.95	$1.20
1 " "	95	1.00	1.25
½ " "	50	50	65
¼ " "	25	25	35
pint "	15	15	20
½ pint "	10	10	10

PRINCIPLES OF WINDOW DISPLAY.

In displaying paints, not many fixtures are necessary, but what are used are none the less important. Have good material for background and base—something that may be easily changed.

Use a plain colored carpet or cloth for floor, with a well-painted background; or, better, good hangings on a rod, in black or brown or blue, to match the floor.

The display, if it is to help sell goods, must attract attention by its novelty, interest by its suggestiveness, and educate by giving information regarding the articles to be sold.

It is not enough simply to amuse or to astonish, but the display in some way must be connected with the article you want to sell.

A stump of a tree put in the window would no doubt attract much attention and lead to questions as to the cause of its being there, largely because it would seem so foreign to the business. It would not, however, sell paint. But a card, "'High Standard' Paint will cover even such wood as this," would connect the display with the article you want to sell and would set the passer-by to thinking.

In making up a window display it is important to try to look at it from the standpoint of the buyer. The question is what arrangement of your paint will best show the purpose for which it is to be used, or the method of using it so as to attract the passer-by and suggest his need?

Show what you can to advantage and no more. The quantity in the window is not to be in proportion to the size of the stock carried. Very often a single can or the article to be covered with the paint is sufficient for the display.

COLOR HARMONY IN WINDOW DRESSING.

Lilac and gold harmonize.
Lilac and cherry harmonize.
Lilac and scarlet are harmonious.
Lilac and crimson harmonize.
White and scarlet harmonize.
White and pink harmonize.
Black and white, a perfect harmony.
Black and orange, a rich harmony.
Black and brown, a dull harmony.
Black, white yellow and crimson harmonize.
Black, orange, blue and scarlet harmonize.
Red, orange and green harmonize.
Scarlet and blue harmonize.
Scarlet, blue and yellow harmonize.
Crimson and gold, a rich harmony.
Yellow and purple, an agreeable harmony.
Yellow and lilac, a weak harmony.
Yellow and white, a poor harmony.
Yellow and chestnut harmonize.

HARDWARE PATENTS.

The following is a list of Canadian patents, issued by the Canadian Patent Office on Nov. 3, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., Ottawa.

121417. T. H. Alexander, Burlington, Iowa; oil cans.

121453. D. Eastman, Toronto; metal tool handles.

121460. W. B. Goodwin, Columbus, Ohio; brake-shoes.

121489. J. W. Nirva, Regina; plows.

121501. E. A. Sanders, San Francisco; metal window sashes.

121515. C. L. Thomas, Valdosta, Ga.; grate bars.

121527. M. P. Walters, Hull, Que.; saw handles.

121537. F. A. Hunt, Oberon, N. D.; auxiliary handles for shovels, scoops, etc.

121578. R. & V. Waterhouse, Falls City, Ore., hocks.

121589. E. Blomberg, Milaca, Minn., bolt pullers.

121598. T. A. Coleman, Longville, La., conveyor cleats.

121629. C. A. Miller, Gilman, Ill., fence staples.

121633. L. Percival, Tacoma, Wash., alarm locks.

121641. W. J. Rogers, Lewiston, Minn., stock magazines for single shot rifles.

121658. H. Taylor, Vancouver, metal shears.

121659. J. D. Thompson, Laurium, Mich., tool holders.

121664. G. J. Weyh, Waubay, S.D., stove pipe cleaners.

121671. W. J. Knapp, Cleveland, graining tools.

121677. O. R. Hasty, Chicago, safety gas cocks.

. . . The stocks of the Canada Paint Company are the largest and most comprehensive of any in the Dominion of Canada. The country North, South, East or West can be served economically and expeditiously from our manufacturing plants in Montreal, Toronto or Winnipeg. We invite comparison with our advertising matter. It is said to be attractive, free from misrepresentation and is a powerful aid in drawing business to our mutual benefit. Our customers say that in purchasing from us they save time, freight and cash, as the Canada Paint Company manufacture Linseed Oil and every Varnish, Stain, Enamel, Paint, color or specialty used by the Painter, Decorator or Handicraftsman. Please write or see the travellers of the CANADA PAINT COMPANY and arrange to fall into line immediately.

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Have you a supply of Window Glass on hand? If not, we would advise you not to leave the matter open. Stocks have come forward very well, but already they have been broken into and the demand is tremendous. Let us have your specification for

Star Glass
Diamond Glass
Double Diamond Glass
26 oz. Sheet
32 oz. Sheet

Have you our pane price list for retailing glass? We mail one for the asking. It is well arranged and affords a good profit. See also our samples of

Cathedral Glass
Muffled "
Enamelled "
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All kinds of Fancy, Plain and Ornamental Glass.

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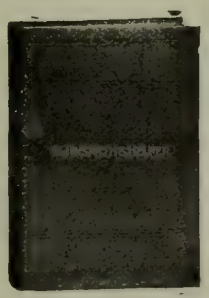
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WINDSOR ONTARIO

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Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.
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Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages *Price $1.00* *53 Figures*

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HIGH-GRADE FURNITURE and HOUSE VARNISHES
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Just the Tool for inexperienced Glass Cutters
MADE BY
A. SHAW & SON, - London, Eng.
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CANADIAN PACIFIC

ANNUAL

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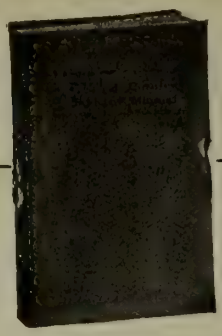
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SKYLIGHT CONSTRUCTION Ground Plan and Elevation of Skylight; Plan of Top Miters; Development of Curb, Ridge and Cap Miters Pattern for Common Bar, Hip Bar and Jack Bars.

175 Pages *170 Illustrations,* *13 Plates*

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TECHNICAL BOOKS,

10 Front St. East, - Toronto

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

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BETTER FOR THE DEALER

¶ Poor paint is a poor purchase for the customer. It costs just as much to put it on as the good kind but it won't wear long enough to be profitable. The economical, careful man wants the best paint he can buy. It's up to the dealer to sell him paint that will satisfy his ideas of economy—that's

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100 Per Cent Pure

—it never fails to make friends for the dealer.



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is the cheapest paint in the world. That's why it is the best paint for the dealer to sell. Get our line and let us help you convince the paint buyers in your town that your store is the place to trade. Write today for our plan.

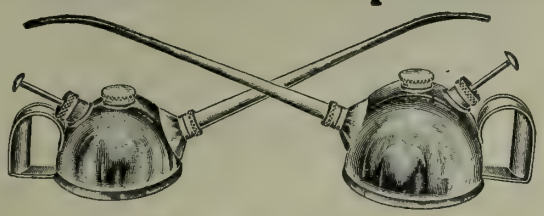
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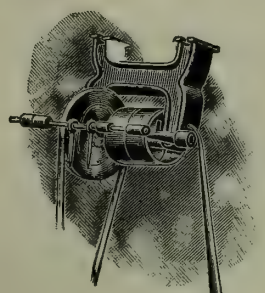
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A slight pressure of the plunger pumps the oil to the bearings.



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Wholesale Quantities Only.

"The Cup that Cheers, but not Inebriates"

in perfection for all who use our



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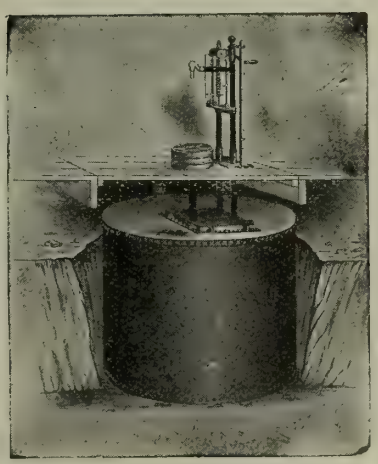
A handsome appearance, combined with undoubted utility, makes these kettles the very thing for an Xmas gift. You should meet the demand by ordering promptly

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Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

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We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited

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MORE TRAPPING

will be done this fall than ever before. Get your share of the

PROFIT

by ordering now a complete stock of

ONEIDA COMMUNITY GAME TRAPS



NEWHOUSE, HAWLEY & NORTON, VICTOR and ONEIDA JUMP PATTERNS.

INTEREST THE BOYS

by making a window display. It will increase your sales. Many dealers have already asked for specifications and cards for their windows.

WRITE NOW

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TORONTO



Solid Stem Expansive Bit

The Only One Made

Drop Forged from Best Cast Steel

Especially adapted for Boring in Hardwood

This bit is a great improvement over the old form in which the dovetail method of holding the cutter is used, it being so constructed that the cutter will stand the severest strain without creeping, springing or loosening.

The binding screw holds the cutter firmly in place, the small set screw preventing it from being forced in either direction, thus forming a double locking device with cutter immovable until screws are released.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., LTD.

Montreal, Can.

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

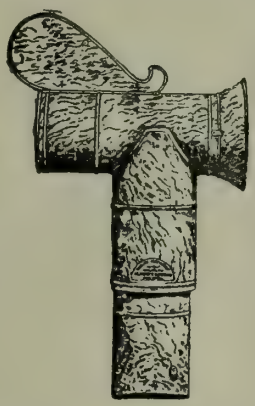
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Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Penetanguishene, Jan. 18, 1909

J. W. Harris Mfg. Co., Ltd.
Montreal.

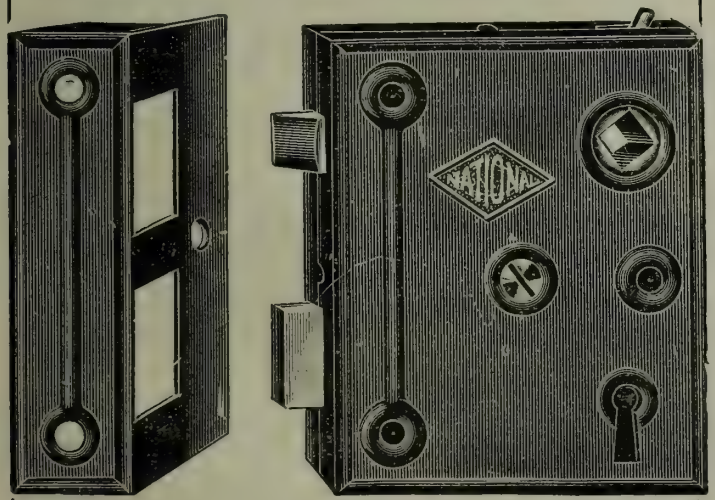
Gentlemen :—
In reply to yours of the 15th inst., regarding the two (2) "J. W. Harris Rotary Ventilators" which I got from you in September 1907, I must say that my customer is well satisfied, and he told me that they work fine and could not work any better.

Yours truly,
M. A. Gendron.

Made by
THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal

The most powerful lever

you can handle to move the builders' hardware trade to your store is the



National Steel Rim Lock

The Only Steel Rim Lock made in Canada

ASK YOUR JOBBER FOR THIS BRAND.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



Island City Floor Enamel

A Floor Finish of high standard quality. Dries hard as stone, with a brilliant gloss. Made in seven attractive colors.

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P. D. DODS & CO.
Limited

MONTREAL, - QUEBEC

Roofing and Building Paper of Quality

THE WISEST DEALER is the one who realizes the importance of having high-class goods to offer to his trade, and who knows how to make use of the reputation of the manufacturers whose product he buys. In the end he wins by giving his trade what is really best adapted to his needs.

We also make Wrapping Paper and OUR LINES make satisfied customers and bring you trade for other goods.

2 and 3 Ply Roofing; BLACK DIAMOND FELT, CYCLONE, JOLIETTE SHEATHING, Etc.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb 0 08

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber. 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates. 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅛ to 1 inch, round	0 22
Tubing, seamless base, per lb.....	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I. B. B. M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union bows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 00	14 00
Cut lengths, round, bars, ¼ to 2 in....	21 00	
Plain sheets, 14 oz.....	21 00	
Plain, 16 oz., 14x48 and 14x60	20 00	
Tinned copper sheet, base	23 00	
Planished base.....	26 00	
Braziers' (in sheets). 4x8 base...	20 00	

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron..	19 00	21 00
Summerlee, No. 2 " ..	20 50	23 00
Carron, special.....	20 50	....
Carron, soft	20 25	....
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 00
Radnor, charcoal iron.....	32 00	32 50
Deseronto charcoal iron.....	24 00	24 00
Ayresome, No. 3.....		20 00
Ferro Nickel pig iron (3500)....		25 00
Angles..... .....base	2 60	2 60
Common bar, per 100 lb.....	1 85	1 95
Forged iron	2 00	2 10
Refined "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel.....	1 85	2 05
Sleigh shoe steel.....	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 35	2 50
Mining cast steel.....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel.....	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28.....	4 45	4 25	4 35	4 45

Less than case lots 25c extra.

Apollo Brand. (F.O.B. Toronto)

24 gauge, American	. ..	3 25
26 " "		3 40
28 " " (equal to 26 English)		3 85
10½ oz. ..... " 28 "		4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 53	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 68

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable union s, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $4; 18 x 30, $2.30; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 and 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06½	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate.....	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers.....	0 08½	0 09

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.....	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c.
Lead waste, 27½ p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.....	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 25	6 75
Part casks.....	6 50	7 00

SPELTER.

Foreign, per 100 lb 5 75 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base..... 5 50	5 75
I X, 14 x 20 " 6 50	6 75
I X X 14 x 20 " 7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 5

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.		
" 14x60, "	....	6 75
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 17, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

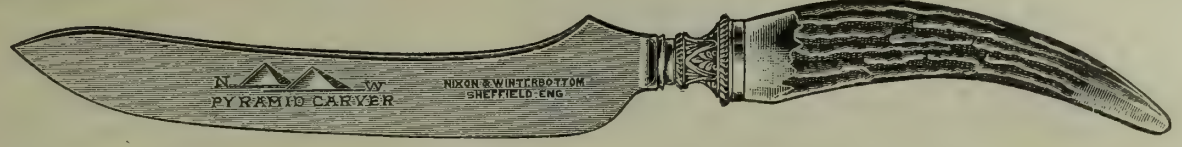
POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra: No. 11 gauge 12c. extra; No. 12 gauge, 20c. extra: No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized oiled, f.o.b. Montreal $2.65 for small lots and $2.55 per 100 lbs.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.

Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $10.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 85
Plain		2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" R'd		1 25
Moore's pure linseed oil, H C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs "	4 75	4 75
No 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	oronto
Prime white petroleum per gal		0 15½
Water white "		0 15½
Pratt's astral "		0 17½
Castor oil per lb	0 08	0 08½
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Turpentine, single barrels	0 78	0 82
Linseed Oil, " raw	0 73	0 72
" " boiled	0 76	0 75

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flatine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00
Stovepipe varnish, ½ pints, per gross		8 00

Beeswax, per lb., 40 cents.

Pine tar, half pint tins, 60 cents per doz.

Plaster of Paris, per bbl $2 30

Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 80 p.c. to 80 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lil Pure	5 40	5 75
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B.B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 75
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pur lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 75	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Painship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	8 00	9 00
Double bit, "	9 00	11 00
Bench Axes	6 75	10 00
Broad Axes	22 50	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent. 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal 80c.; no 28 ba l. $1 20 per 100 lbs.; bags less than 25 lbs., ½c per lb: F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.
Steel rail wood track	4 50	6 00
Z nith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		5 40
Standard jointed hangers, "		6 40
Steel King hangers "		8 25
Storm King and safety hangers "		6 50
" rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 45 per cent

Lace leather, per side, 8 c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off

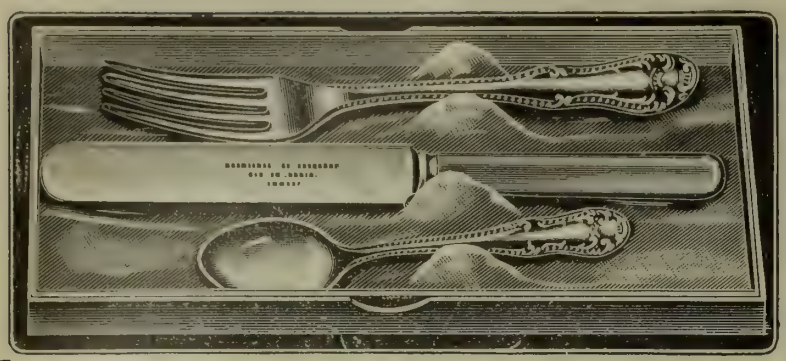
Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., 6½ to 6c.

Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb	0 40
Tarred Felt, 7 oz, 50 lbs	1 80
Plain Surprise per roll	1 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Care, per lb	0 18
Nails, per lb	0 05
Mop cotton, per lb	0 15



? WHAT TO GIVE THE CHILDREN THIS XMAS ?

will be the problem many will be facing, and you can solve it for your customers by recommending the dainty three-piece set illustrated. Each article is heavily plated with pure silver and they are very artistically finished.

Send for complete catalogue and order sharp.

THE McGLASHAN CLARKE COMPANY, Limited - NIAGARA FALLS, CAN.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	8 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		5 00

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

600 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch....per gross		9 00
" " ⅝ " "		10 00
" " ¾ " "		12 00
Leather, 1-inch .....per doz.		4 00
Leather, 1½ " "		5 20
Web		2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.
Spring, per gro., No. 5, $16 10 No. 10, $16.10; No 20, $8.40; No. 50, $17.58; No. 51, $7.73; No. 120, $16 10
Screen door sets, No. 2250, $14 95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capswell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil camp stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.		
No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain,	"	5 00

Japanning, 50c. per doz. extra.
Prism globes, per dozen, $1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. open wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospecto s' hammers, 1½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 05
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

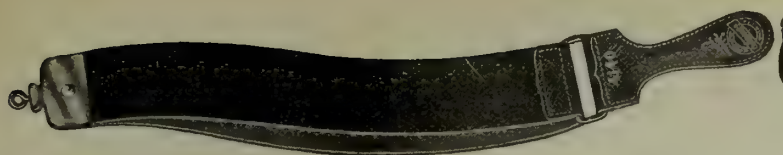
Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	2000
Clauss automatic safety		27 00
Clauss perfect stropper		15 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00



CLAUSS RAZOR STROPS



A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure manilla rope	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb. 0 32½

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 5. and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Red, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch, "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		23 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 55; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822 66 ft. ea.	1 10
" Metallic No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (steel) GAME

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	185 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite 5 year, 1 in.	53 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WRENCHES

Agricultural, 70 and 2½ p.c.

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in.	1 15

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

Acme Steel Goods Co..... 23
American Shearer Co..... 25
Armstrong Bros. Tool Co..... 25
Atkins, E. C., & Co..... 1
Atlas Mfg. Co..... 25
Aylmer Pump and Scale Co..... 16

Barnett, G. & H. Co....outside back cover
Beardwood Agency..... 30
Beckwith, J. L..... 25
Bernz, Otto..... 27
Boker, H. & Co..... outside front cover, 36
Bowser, S. F., & Co., Ltd..... 63
Brandram-Henderson, Ltd..... 58
Brantford Roofing Co..... 23
Bryan, Thos., Ltd..... 17
Buffalo Mfg. Co..... 63
Burrow Stewart & Milne Co., Ltd.. 22 27

Cameron & Campbell..... 25
Canada Foundry Co..... 16
Canada Metal Co..... 26
Canada Paint Co..... 60
Canada Screw Co..... 11
Canada Steel Goods Co..... 10
Canada Wire Goods Mfg. Co..... 30
Canadian Pacific Railway Annual Ex.. 62
Canadian Hart Wheels..... 25
Canadian Heating & Ventilating Co.... 18
Canadian Sales & Mfg. Co..... 26
Carter-Crume Co..... 25
Cartian L. Jas., & Son..... 27
Carver File Co.....outside back cover
Caverhill, Learmont & Co..... 13
Chicago Flexible Shaft Co 8
Chicago Spring Butt Co..inside back cover
Clare, Little & Co..... 25
Clauss Shear Co..... 69
Collins Mfg. Co..... 25
Congo Roofing..... 23
Copp, W. J., Sons & Co..... 53
Coulson & Blakie..... 25
Covert Mfg. Co..... 26
Crookes, Jonathan, & Son..... 35

Davidson, Thos., Mfg. Co..... 21
Decatur Bull & Co..... 30
Dennis Wire & Iron Co..... 30
Dieckmann, Ferdinand..... 33
Directory of Manufacturers..... 25, 26
Disston, Henry, & Son..... 6
Dods, P. D. & Co..... 65
Dominion Cartridge Co..... 36
Dominion Wire Mfg. Co..... 15
Dorken Bros..... outside front cover, 34
Dougall Varnish Co..... 61
Dowswell Mfg. Co..... 72
Dubuc, L. E..... 24

Ford Auger Bit Co..... 24
Frothingham & Workman, Ltd..... 4

Galt Art Metal Co..... 31
Gendron Mfg. Co..... 23
Gibb, Alexander..... 28
Gilbertson, W., & Co..... 33
Gourack Ropework Co..... 25
Greening, B., Wire Co..... 10
Grove Chemical Co..... 24
Guelph Spring and Axle Co..... 30
Gurney Foundry Co..... 19
Gutta Percha & Rubber Mfg. Co.....
outside back cover

Hamilton Bridge Co..... 14
Harrington & Richardson..... 8
Harris, J. W., Co..... 65
Hart & Cooley..... 17
Heinisch, R., Sons Co..... 33
Hemphill, T. W..... 25
Hingston Smith Arms Co..... 53
Hobbs Mfg. Co..... 2
Howland, H. S., Sons & Co..... 5
Hoyle, Robson, Barnett & Co..... 55
Hutton, Jas., & Co..... 24

Imperial Varnish and Color Co..... 57
International Varnish Co..... 59
Iwan Bros..... 17

Jack, Watson, & Co..... 24
James & Reid..... 25
Jardine, A. B., & Co..... 33
Jessop, Wm., & Son..... 24
Johnson's, Iver, Arms and Cycle Works 55
Jones Bros..... 26

Kains, J. M., & Co..... 25
Kemp Mfg. Co..... 36
Kerr Engine Co.....inside back cover

Langwell & Sons..... 25
Leslie, A. C., & Co..... 55
Lewis Bros., Ltd..... 7
Lion Metal Co..... 16
Lockerby & McComb..... 10
London Foundry Co..... 28
London Rolling Mill Co..... 55
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co..... 66
McBrien Mfg. Co..... 30
McClary Mfg. Co..... 18, 21
McDougall, R., Co..... 16
McGlashan-Clarke Co., Ltd..... 68
McKinnon Dash & Metal Works Co.... 32

Manufacturers' Sales Co..... 24
Maple City Mfg. Co..... 63
Martin-Senour Co..... 62
Maxwell, D., & Sons..... 7
Metal Shingle and Siding Co..... 26, 31
Metallic Roofing Co..... 2
Montreal Rolling Mills Co..... 57
Moore, Benjamin, & Co..... 59
Morrill, Chas..... 35
Morin, Chas..... 34
Morris & Bailey Steel Co..... 14
Morrison, James, Brass Mfg. Co..... 29

Nagle, H., & Co..... 35
National Hardware Co..... 65
Nelson, H. W. & Co..... 15
Newman, W., & Sons..... 25
Nicholson File Co..... 71
Nixon & Winterbottom..... 67
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 55

Oakey, John, & Sons..... 33
Oneida Community..... 64
Ontario Brass Rolling Mills..... 31
Ontario Lantern and Lamp Co..... 12
Ontario Wind Engine and Pump Co.... 29
Onward Mfg. Co..... 27
Orford Copper Co..... 64
Oshawa Steam and Gas Fittings Co.... 24
Otterville Mfg. Co..... 16
Owen Sound Wire Fence Co..... 64

Parmenter Bullock Co., The..... 25
Partridge & Sons..... 70
Pearson, Geo. D. & Co..... 26
Pease Foundry Co..... 51
Pedlar People of Oshawa..... 30
Pelton, Godfrey S..... 61
Penberthy Injector Co..... 28
Peterborough Lock Co....inside back cover
Pink, Thos..... 9
Plymouth Cordage Co..... 28

Ramsay, A., & Son Co..... 61
Record Foundry Co..... 22
Robertson, Jas., Co., Montreal..... 14
Rodgers, Jos., & Sons..... 24
Ross Rifle Co..... 72
Royal Polishes Co..... 35

Salyerds, E. B..... 23
Samuel, M. & L., Benjamin, & Co..... 6
Seymour, Henry T., Shear Co..... 33
Sharratt & Newth..... 33
Sherwin-Williams Co..... 53
Simonds Mfg. Co..... 29
Simonds Canada Saw Co..... 17
Smith Hardware Co..... 64
Stairs, Wm., Son & Morrow..... 71
Standard Chain Co..... 14
Standard Paint and Varnish Co..... 61
Steel Trough and Machine Co..... 26
Stephens G. F..... 51
Stewart, Jas., Mfg. Co..... 20
Still, J. H., Mfg. Co..... 1

Taylor-Forbes Co.....outside front cover
Thompson, B. & S.H., Co.....
outside back cover
Toronto Furnace and Crematory Co.. 34
Toronto Plate Glass Importing Co..... 30

U.S. Fire Protection Co..... 16

Want Ads..... 49
Warren Mfg. Co..... 25
Watson Jack, & Co..... 24
Woodstock Waggon Co..... 34
Wostenholm's Cutlery..... 17
Western Wire and Nail Co..... 34
White Mop Wringer Co..... 34
Whitman & Barnes Mfg. Co..... 9
Wiebusch & Hilger, Ltd..... 25
Wilckes, Martin & Wilckes..... 63
Winnipeg Ceiling and Roofing Co.. 51
Winnipeg Paint and Glass Co., Ltd.... 53
Wright, E. T., & Co..... 32

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Ash Sifters
The McBrien Mfg. Co., Ltd., Toronto

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal
Geo. Lanaw ll & Son, Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Canadian Rubber Co., Montreal
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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

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Pease Foundry Co., Toronto
Taylor-Forbes Co, Guelph, Ont.

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Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
Starr Mfg Co, Dartmouth N.S.

Bolts--Expansion
Star Expansion Bolt Co., New York

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas. Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg Co, West Troy N.Y.
Frothingham & Workman, Ltd, Montreal
Hanson-Tilley, J. H, Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

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Star Expansion Bolt Co., New York

Caps.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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Buffalo Mfg. Co., Buffalo

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Decatur Bull & Co., Montreal.

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Ryall Tool Co., Montreal.

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Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg Co, Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

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American Shearer Mfg. Co., Nashua, N.H

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The C. S. Rolston Hardware Specialty Co., Vancouver, B.C.

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Carter-Crume Co., Toronto.

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Hamilton Cotton Co., Hamilton
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The Galt Art Metal Co., Galt, Ont.

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Greening, B. Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

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Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

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Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

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Decatur Bull & Co. Montreal.

Drills--Brick and Stone
Star Expansion Bolt Co., New York

Drill Heads---Extension
Star Expansion Bolt Co., New York

Electric Dry Batteries
Electrical Specialties Ltd., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos. Mfg. Co., Montreal
Kemp Mfg. Co Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montre
McClary's, London Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque Ont.
Montreal Rolling Mills Montreal.

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Filters
Anti-Clash Filter Co., Owen Sound, Ont.

Firearms and Ammunition.
Decatur Bull & Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa

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McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto

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John Lysaght, Ltd, Bristol, Newport and Montreal

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Toronto Plate Glass Importing Co Toronto.

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Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Ryall Tool Co., Montreal

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Grove Chemical Co., Appley Bridge, Eng

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Smith Hardware Co., Ltd., Montreal
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

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Martin, S. B., Dalton, Ohio, U.S.A.

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E Fielding, Toronto

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Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D. & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Canadian Logging Tool Co., Sault Ste Marie, Ont.
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J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Clare, Little & Co Saskatoon, Sask
Smith Hardware Co., Montreal

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
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Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

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Wm. Jessop & Sons, Sheffield, Eng.

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White Mop Wringer Co., Fultonville, N.Y

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Dominion Wire Mfg. Co., Montreal.
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McBrien Mfg. Co., Toronto
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Maple City Mfg Co., Monmouth, Ill.

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Canadian Hart Wheels, Hamilton, Ont

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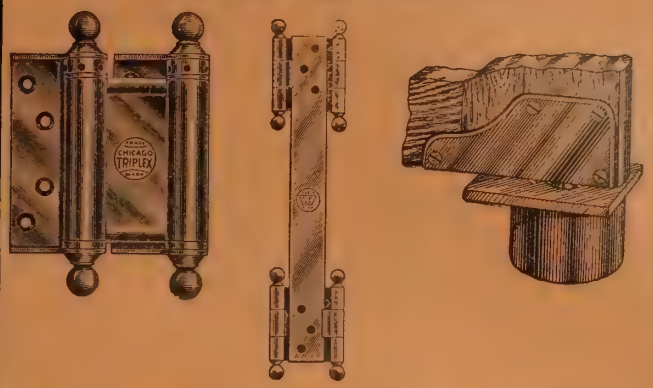
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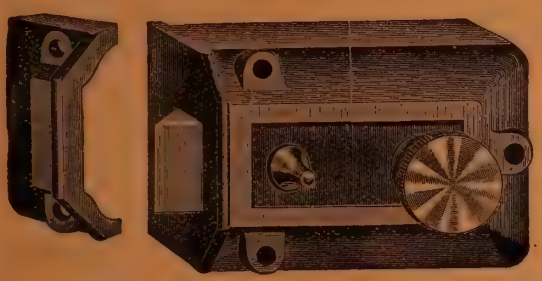
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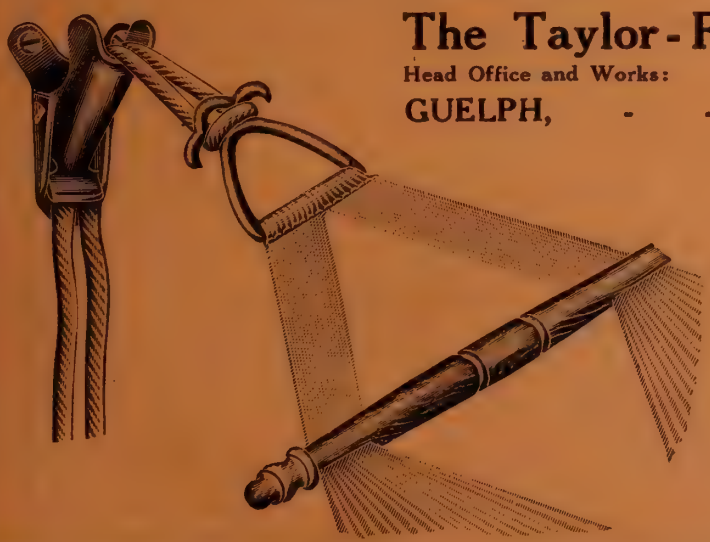
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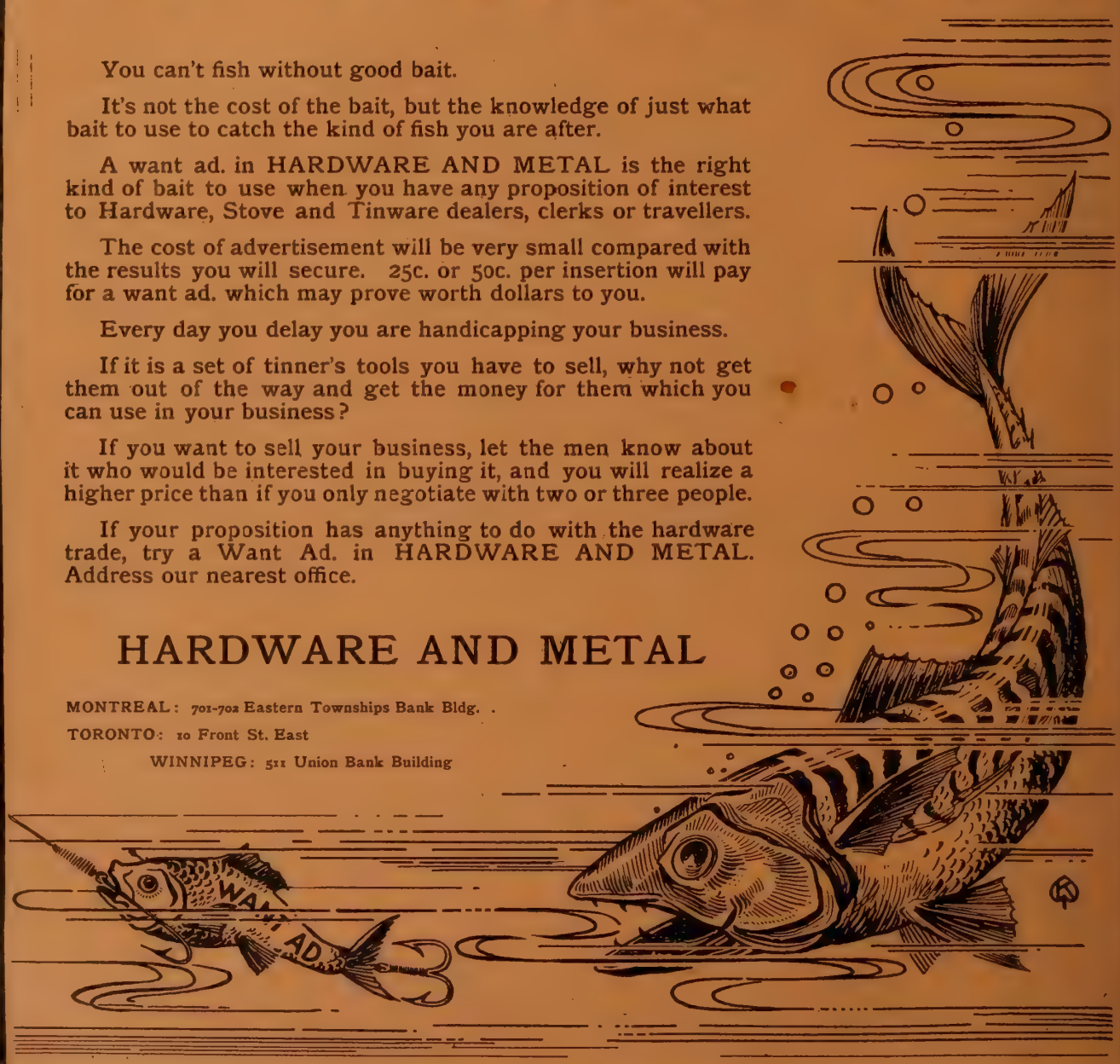
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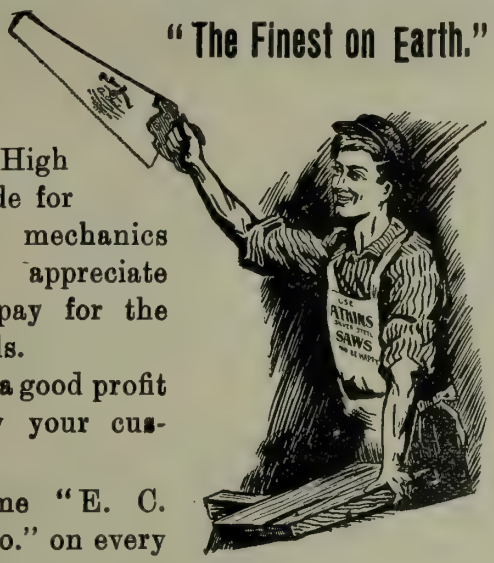
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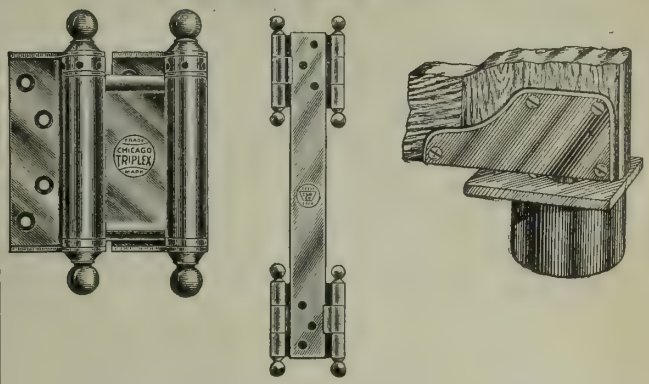
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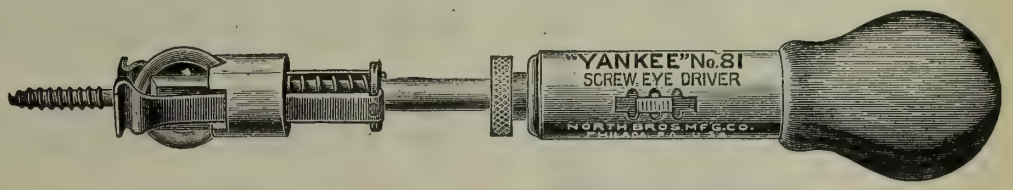
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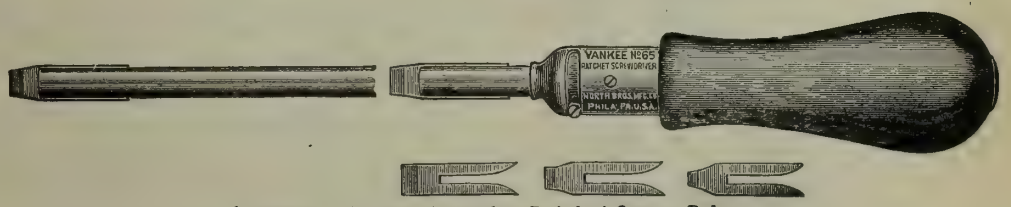
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1918



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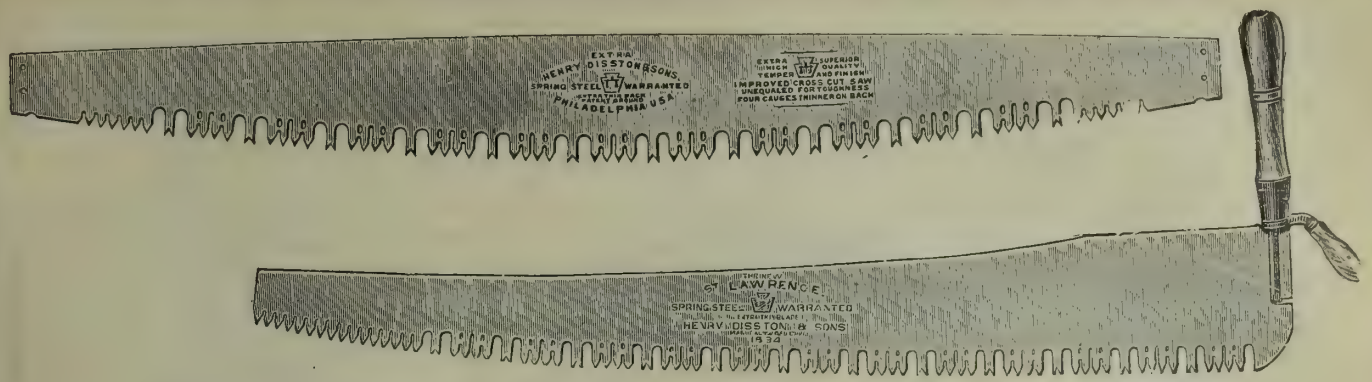
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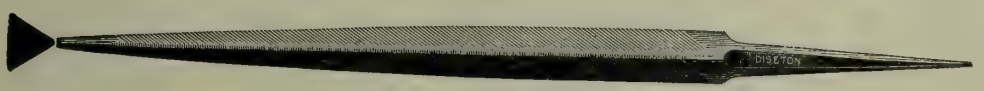
DISSTON'S BEST QUALITY STEEL

This description applies to both of the above lines.



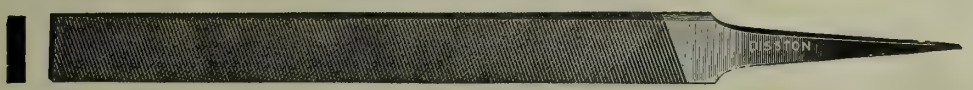
DISSTON'S TRIUMPH TREE SAWS

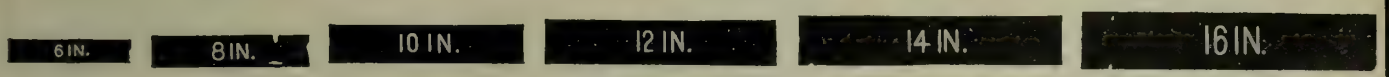
Disston's are the original makers of this pattern saw. No description or advertisement necessary. It is known by every lumberman and dealer in America.





Regular Taper, Single Cut





Mill, Bastard

To file Disston's or any other good Cross Cut or Hand Saws DISSTON'S FILES should be used.

DISSTON'S SAWS are the standard of the world, DISSTON'S FILES soon will be

LEWIS BROS., Limited

IMPORTERS AND DISTRIBUTORS

MONTREAL

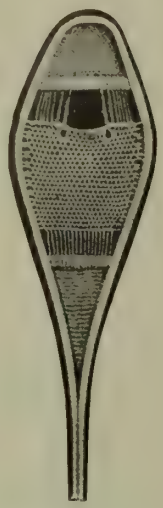
Ottawa **Toronto** **Vancouver**

PROFITABLE LINE TO HANDLE

SNOWSHOES

WE CARRY ONLY THE BEST

Do Not Lose Sales By Not Having Them in Stock.









Snowshoes

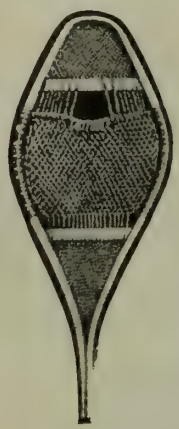
will soon be in demand

GET OUR PRICES

Largest Stock of

Snowshoes

in the Trade

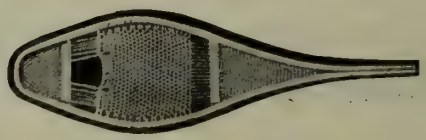


Our Stock consists of

Child's - Boys' - Ladies'
Tramping - Men's - Shanty

and Extra Shanty Snowshoes





Our Snowshoes

are manufactured by the Province of Quebec Indians
and are the best on the market.

SHIP PROMPTLY — SEND US A TRIAL ORDER — SHIP PROMPTLY

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.



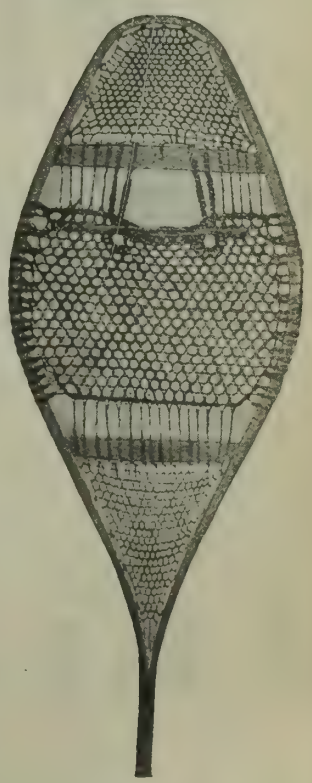
Our Lines of SNOW SHOES

Comprise the best materials and methods used in Canada to-day in the making. The patterns being identical of those used by Shantymen, Trappers, Prospectors, etc. Remember, we guarantee our stock to be strictly

Indian Made

Indications point to a big demand this season for Snow Shoes.

Traffic in the bush will undoubtedly be heavy. Snowshoeing as a sport also is constantly increasing. Be prepared to meet the demand. The price is low at present. Buy now.



Our Shanty Straight, No. 1.
16 x 42 inches

H. S. Howland, Sons & Co., Limited

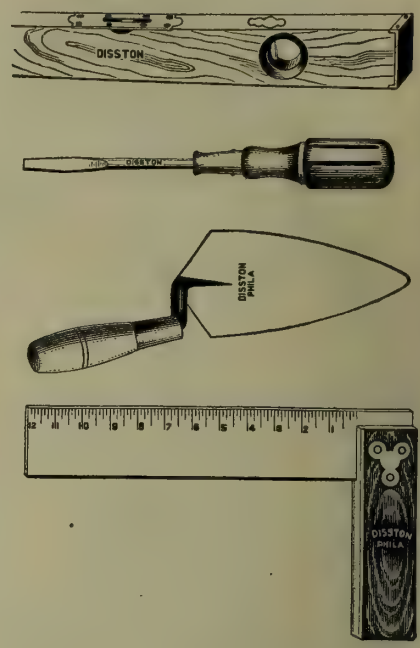
Wholesale Hardware Merchants

We Ship Promptly **Toronto** **Our Prices are Right**

Graham Nails are the Best

There Are the Best Kind of Profits for You in Handling the Disston Line

YOU know how it is yourself—you always buy again from a manufacturer who has proved the honesty of his goods. You are sure of this when you recommend a DISSTON SAW OR TOOL to a new customer—he'll come again to buy. Those dealers who begin trading with DISSTON stay with DISSTON, so that now the DISSTON PLANT (the largest saw-making plant in the world) covers 50 acres. Just so surely will your business grow, and your profits increase by handling the same product that DISSTON handles—DISSTON Saws (the saw you see from sea to sea) and DISSTON Tools and Files.



FREE A postal will bring you the latest DISSTON catalogue, beautifully illustrated. It may be the means of increasing your profits.

HENRY DISSTON & SONS CO., Inc.

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, U.S.A.

METALS

ANTIMONY

COPPER

LEAD

TIN

ZINC

M. & L. Samuel, Benjamin & Co.

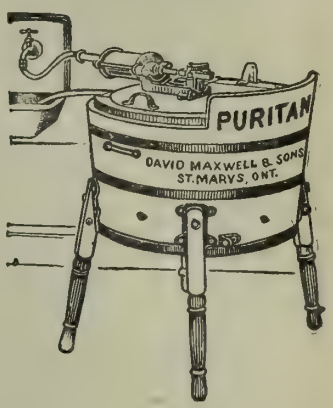
Corner King Street and Spadina Avenue

Toronto

WASHING MACHINES THAT SELL



¶ The "Maxwell Line" of Washing Machines has recently had a notable addition -- the "Champion High Speed" Washer, illustrated below. There is now a Maxwell Washer to suit every taste and every purse. When you handle the "Maxwell Line" you need fear no competition.



The "Puritan" Washer has become a great favorite throughout the country. Thousands have been sold, and the "Puritan" is recognized as the leader of its type.

The "Puritan" Motor Washer is a comparatively recent addition to our line, and one which has taken splendidly wherever there are water-works. The motor is very simple, very strong and very durable, and works under a low pressure. Costs absolutely nothing for power in most cities and towns.

The "Champion High-Speed" Washer has the same tub and dolly-board as the "Puritan," with an improved driving mechanism. The heavy "momentum" wheel runs very fast, gaining a force which is used to carry the dolly-board through the hard parts of the stroke, making the machine run very smoothly and easily and do quick work.



The "Blue Belle"

is a new and improved machine of the "rubbing" type—a type which many prefer. The tub revolves in one direction while the upper board turns the other way, making it very fast. Mounted on a light but rigid angle-iron frame, with adjustable wringer stand.

The "Spotless"

is a new box machine, also of the rubber type. Clothes are rubbed on both upper and under sides. A good low-priced machine.

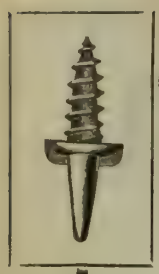
Write for full imformation and prices on our

Washers, Wringers, Mangles, Churns, Lawn Mowers, Wheelbarrows,

etc. etc.



DAVID MAXWELL & SONS, ST. MARYS ONTARIO





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS



This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

Canada Screw Company, Limited

Hamilton :: Canada

We also make: Wood Screws, Tacks, Wire (all kinds), Wire Nails, Rivets (iron and copper), Machine Screws, Stove, Sink, Sleigh, Shoe and Tire Bolts, Bright Wire Goods.







DO YOU KNOW THAT

HARRIS Heavy Pressure Bearing Metal

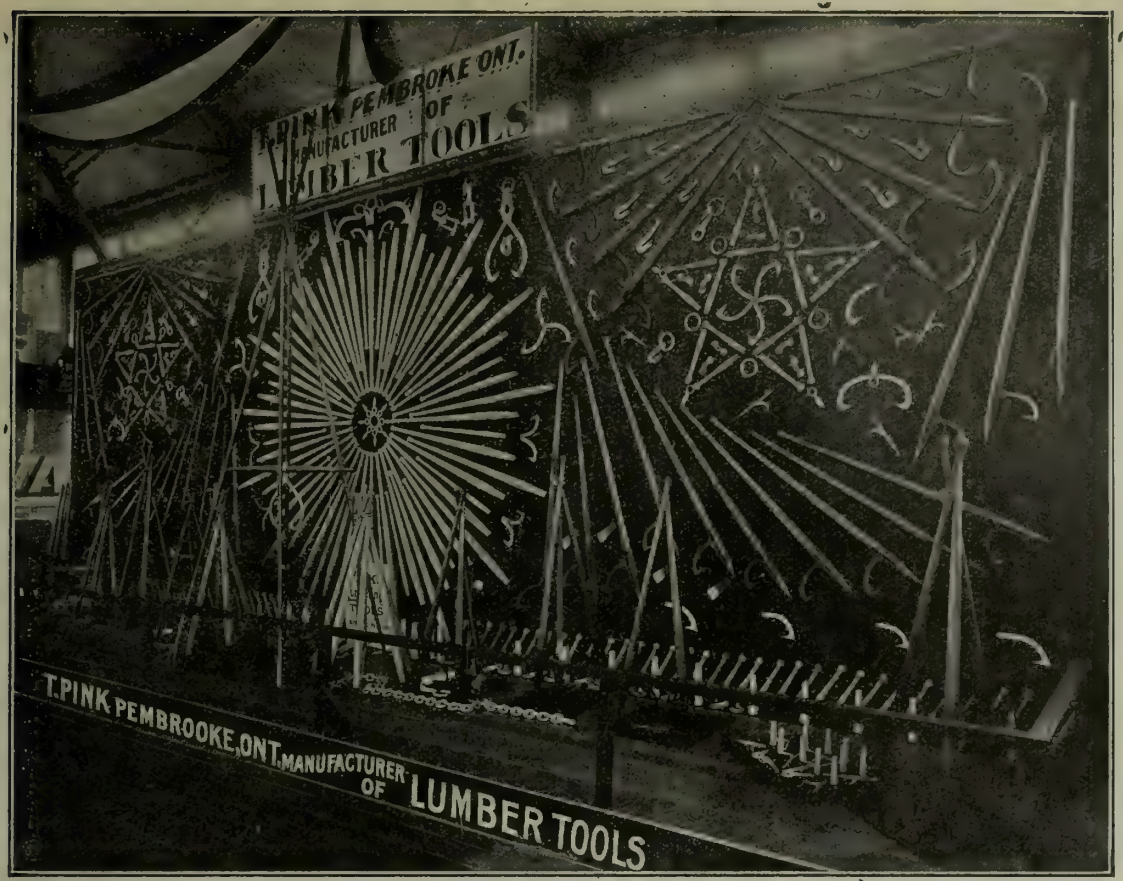


Is the best investment you can make, that is, if you want A Reliable Babbitt Metal. Try it.

PRICE 22c. PER LB.

Manufactured and Guaranteed by

The CANADA METAL CO., LTD. Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

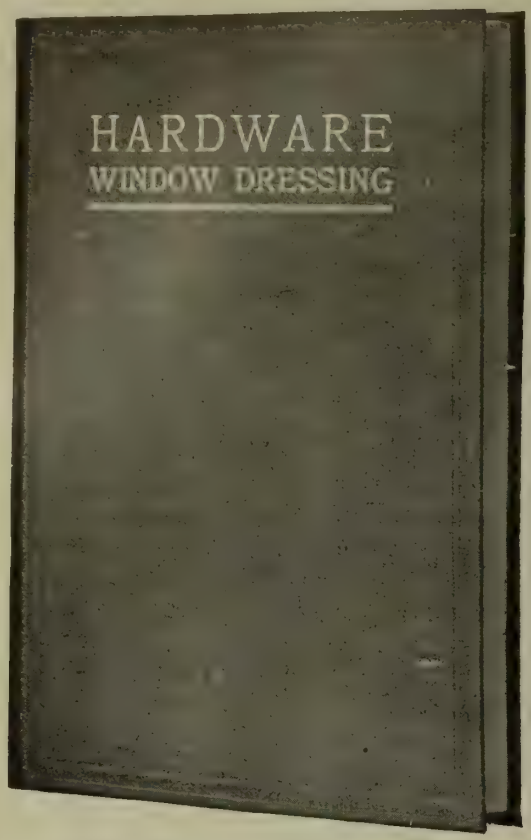
TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

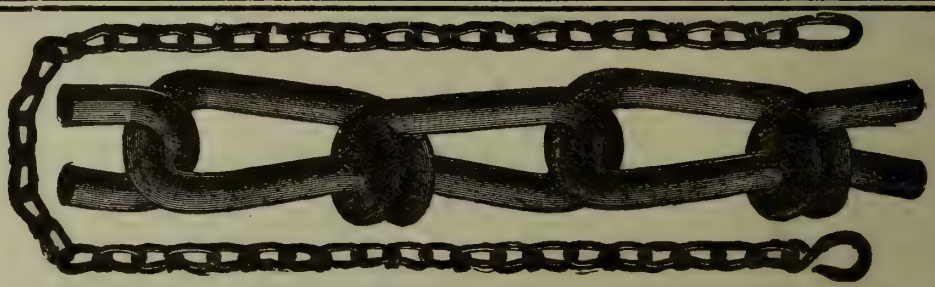
26 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

Greening's Steel Wire Chain



If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively. Correspondence solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

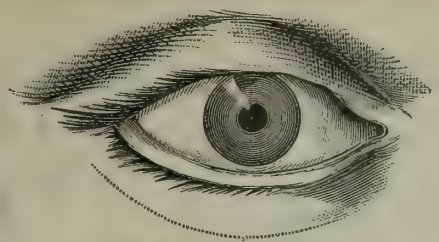
THE B. GREENING WIRE CO., Limited ***HAMILTON, ONT MONTREAL, QUE***

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Taylor's Cutlery



WITNESS



KEEPS THE EDGE

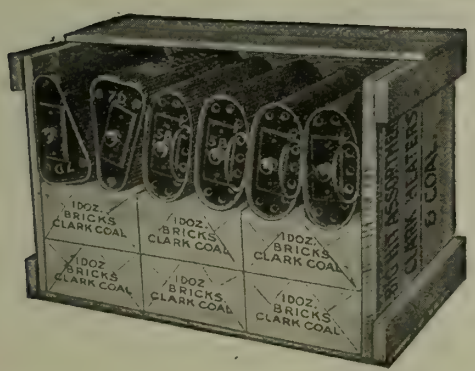


WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

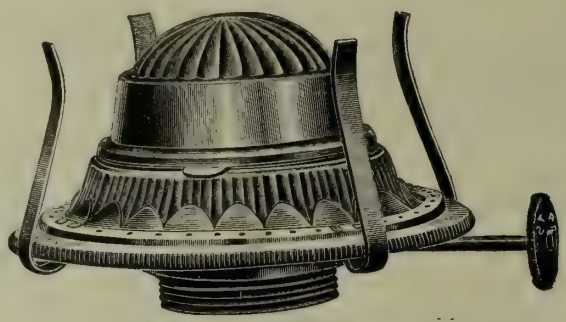
The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

"Big Hit"

"BANNER" BURNERS the STANDARD of QUALITY

The Safety Covering is a protection from fire.



No dust, charred wick or dead insects collected.

Satisfaction Makes Quick Sales

Ontario Lantern & Lamp Co., Limited

Hamilton Ontario

HOLIDAY PRIZE COMPE-TITIONS

SIX PRIZES FOR WINDOW DISPLAYS

For the three best selling window displays shown in a city over 10,000 population, and for the three best in towns and villages under 10,000 population.

In each division there will be three prizes as follows: 1st, $5 in cash; 2nd, and 3rd, copies of "Hardware Window Dressing" (cloth bound) $2.50—making in all six prizes, totaling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, made up of articles usually sold in hardware stores, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

TWO PRIZES FOR HOLIDAY ADS.

Two prizes of $5 each are offered for the best newspaper advertisements about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. As in the window competition, a division is made, one prize being open to those in cities over 10,000 population, and another to those in smaller places.

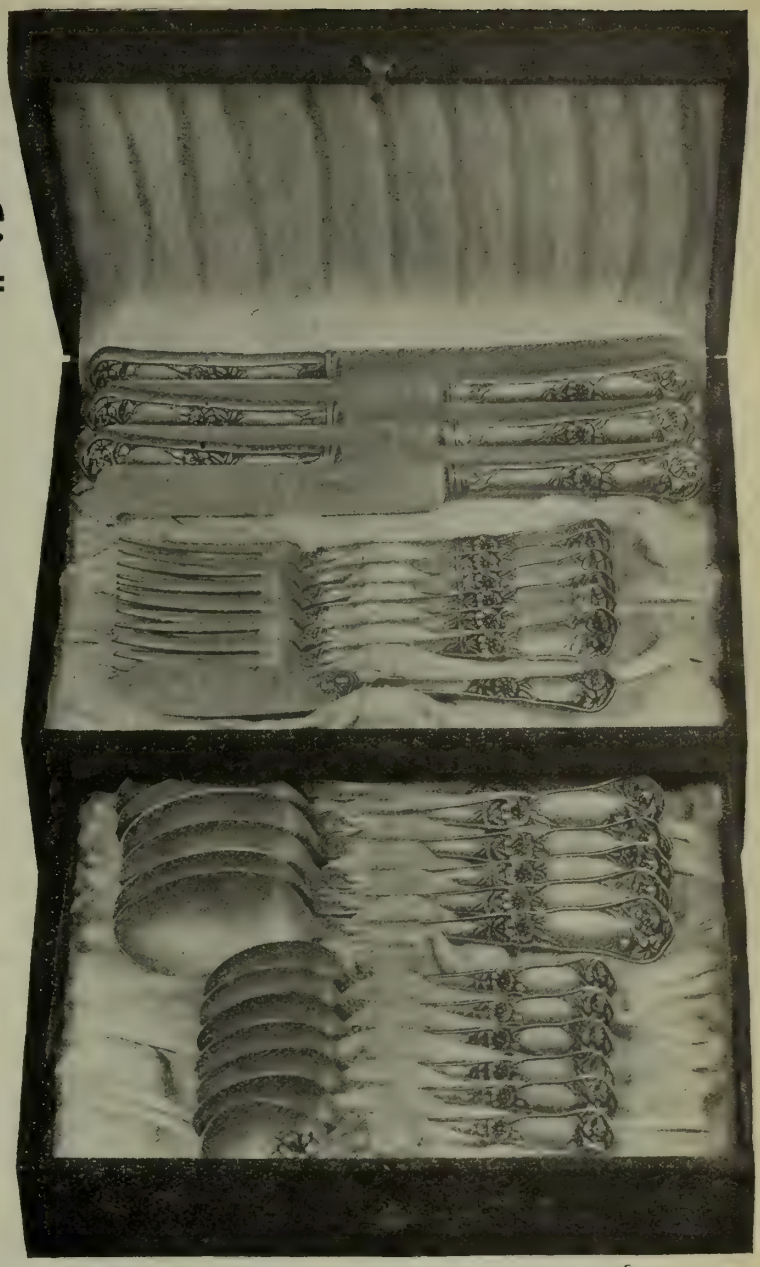
With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad, and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

Address: "The Editor HARDWARE AND METAL," 10 Front Street East, Toronto.

Open to Canadian Hardware Merchants and Clerks

Reliance Plated Ware



To meet the demand for reliable plated ware at low cost we offer

Reliance Plate

MADE IN THE

Community Silver Factory

Our Wildwood Pattern is a beautiful example of modern die work—perfect in every detail. 18% nickel base, 5 oz. plate.

Guaranteed to give perfect satisfaction.

TO BE HAD IN

Tea Spoons, Dessert Spoons, Table Spoons, Dessert Forks, Table Forks, Coffee Spoons, 5-o'clock Tea Spoons, Berry Spoons, Sugar Spoons, Sugar Tongs, Cold Meat Forks, Cream Ladles, Gravy Ladles, Soup Ladles, Pie Servers, Butter Knives. Also Medium Knives and Dessert Knives in both Solid and Hollow Handle Styles.

Caverhill Learmont & Co

Wholesale Distributors

MONTREAL *AND* **WINNIPEG**

This Elegant Display Case made in Oak Finish, neatly lined, makes a most acceptable Christmas Gift at a low price.

CONTENTS

6 Tea Spoons **6 Table Spoons**
6 Medium Forks **1 Butter Knife**
1 Sugar Shell
6 Hollow Handle Medium Knives

Competition is Keen!

in the hardware trade and you ought to take advantage of every chance offering. Here's the very thing for you! SELL STRUCTURAL STEEL! It is right in your line and we will give you all the help we can,in the way of quoting prices, suggesting plans, etc. Let us hear from you to-day.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths.



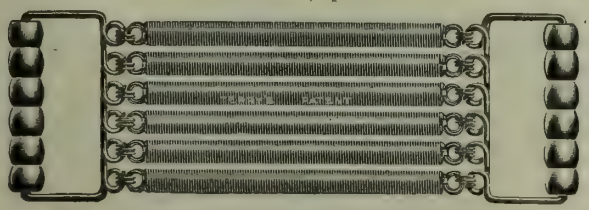
TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	17/6	22/-	24/-	25/6	36/-	37/6	48/-	60/- per doz.

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists **REDDITCH, ENGLAND**

Mention Paper

We Pave Your Way to Greater Profits

By stocking you complete with

Star Expansion Bolts

The biggest "Business Bringers" in the hardware line to-day! And you know it, Mr. Dealer!

One of the Largest Advertising Campaigns

of education to the consumer in this country is now being conducted by us. Large space is used, containing strong, interesting salesmanship copy that sells the bolts kept in stock by you! If you'll take on our line we'll guarantee to create the demand even though you've never had a call for Expansion Bolts!

Isn't this a proposition worth looking into? Isn't any proposition that brings trade to your store worth investigating? This proposition and samples cost you nothing.

Will you investigate for greater profits? Address:

CATALOGUE DEPARTMENT 36,

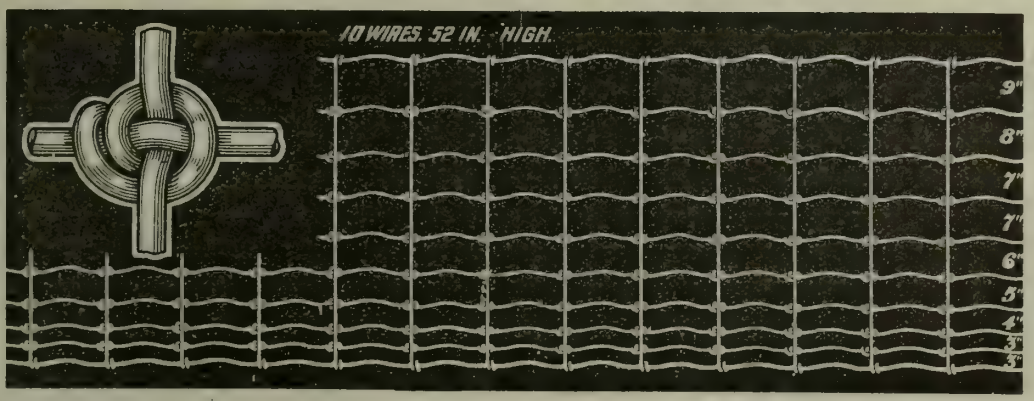
Star Expansion Bolt Co.

147-149 Cedar Street - NEW YORK CITY



A NEW WAY

TO BUY "DOMINION SPECIAL" FIELD FENCE



WE CAN MAKE YOU UP A MIXED CARLOAD OF OUR COMMODITIES, including **"DOMINION SPECIAL"** FIELD FENCE, Wire, of all kinds, Staples, Nails or Screws, etc.

Buying in this way ENTITLES YOU TO CARLOAD PRICES on **"DOMINION SPECIAL"** FIELD FENCE, and also car rate of freight.

IT WILL PAY YOU to consider this method of buying **"DOMINION SPECIAL"** FIELD FENCE, "The Landmark of the Future" MANUFACTURED BY

DOMINION WIRE MANUFACTURING CO., Ltd., - MONTREAL



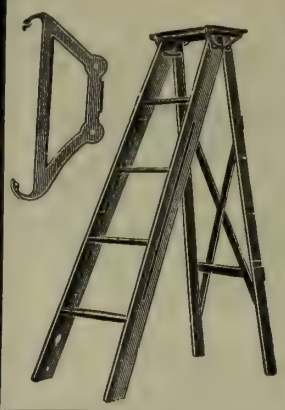
THE

Davy Automatic Safety FIRE ESCAPE

is the only entirely efficient apparatus for escaping from a burning building no matter how constructed. It appeals to every section of the community and sells at sight. Awarded the $100 prize for the best escape in the recent Commercial Travellers' Contest.

Write for Booklet

U. S. FIRE PROTECTION CO.
Utica, N.Y.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.



"LION BRANDS"



Manufacturers of and Dealers in

Solders— Wiping, Bar and Wire
Leads— Pig, Caulking
Babbitts.
Tin— Block and Strip
Zinc Spelter,
Antimony.

The Lion Metal Co., Montreal

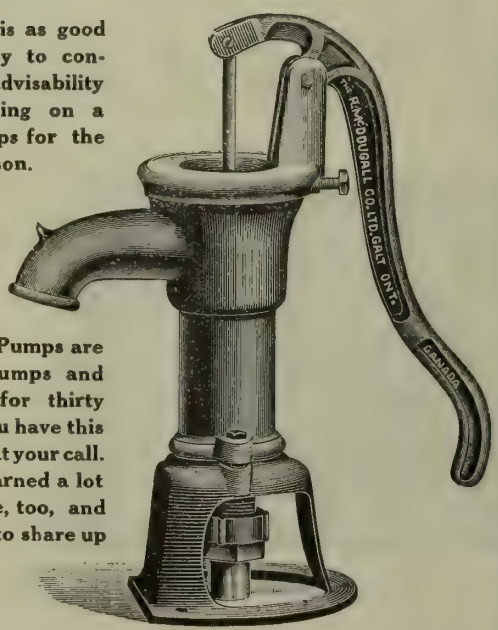
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.



McDougall Pumps are Standard Pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up

Remember "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada LIMITED

"THE AYLMER ADJUSTABLE BASE LIFT PUMP"



This pump is fitted with our Adjustable Base and will accommodate itself to any and all surroundings. By this arrangement the spout can be instantly adjusted to any height above the platform, has our Siphon Spout and Reservoir Head, long heavy Handle with large Polished Steel Bolts, which insures Long Life and a Smooth-working, Noiseless Pump. This also makes a very desirable Pump for Drilled Wells.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

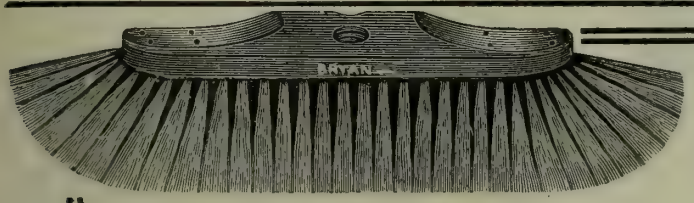
Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



STOP WONDERING WHY

your brush trade is not that booming success your neighbor's seems to be!

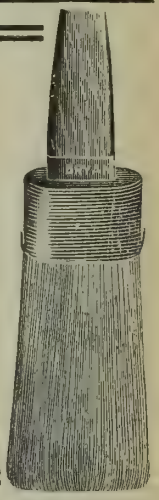
Quit handling those inferior brands and get to work selling

BRYAN'S BRUSHES, BROOMS AND WOODWARE

The difference in your profit will soon be apparent.

THOMAS BRYAN, LIMITED
LONDON, ONTARIO

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



WOSTENHOLM'S CUTLERY

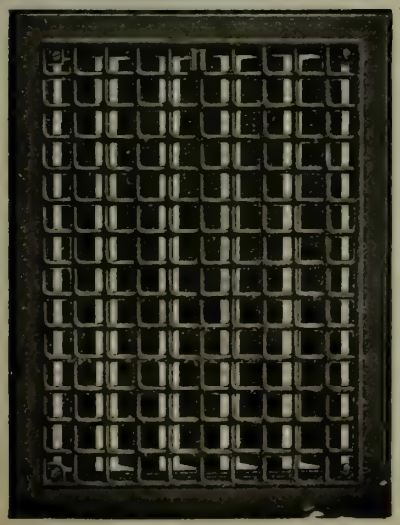
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. **Office: CHICAGO, ILL.**



"Early Breakfast" Cooker

—for all kinds of cereals.—

Try a few and see them sell.



Now made in three sizes.

Order Now.

McCLARY'S

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary

GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK

Why It Pays

It pays to sell Genasco Ready Roofing because—

1. We have created a brisk demand by our continuous campaign of national publicity.
2. The quality of Genasco backs up our advertising statements and doesn't disappoint customers.
3. Genasco is made of Trinidad Lake asphalt, which is bound to give it lasting life.
4. We tell the people what Genasco is made of. They want to know what they pay for—and they have a right to know.
5. Genasco makes satisfied customers and repeat orders, and with a little effort on your part, means bigger business and increased profits for you. Mineral and smooth surface roofing. Backed by a thirty-two-million-dollar guarantee.

Write for samples and full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA
NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co. Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
J. H. Ashdown Hardware Co., Winnipeg, Man.
Roofers' Supply Co. Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

Genasco

Ready Roofing

ALL THINGS COME TO HIM WHO —GRASPS THE OPPORTUNITY . . .

Just a slight change to an old proverb. The man who waits sometimes misses the mark---it's the man who grasps the opportunity that wins out—and who are the stove winners to-day? It's the hustler and the man who realized his opportunity—and grasped it—"GURNEY-OXFORD," the stove sign that betokens quality—that's the heart and soul of the brightest stove proposition. Back of that proven quality you have a firm that has the goods---the kind your trade demands. Don't say "guff" until you've proved us. It's not too late yet. Get our catalogue as a "feeler"—its worth having—a post card will bring it post haste to you. A mighty helpful service awaits you—there's a bigger, brighter future ahead for the dealer who'll only seize the opportunity—even Gurney-Oxford betterment.

GURNEY-OXFORD

The GURNEY FOUNDRY CO. Limited

TORONTO, HAMILTON, MONTREAL, WINNIPEG, EDMONTON, CALGARY, VANCOUVER

GARNET "GOOD CHEER" RANGES

With 20-inch oven and 4 or 6 hole top



This is a range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You.

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba

A Presentable Line



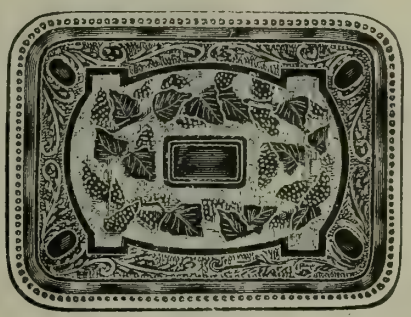
OVAL

ASSORTED DESIGNS
Three sizes, inches 14, 16, 18
SCALLOPED DESIGN
Three sizes, inches 14, 16, 18

We also have in stock Nickel-plated Bread Trays, Crumb Brushes and Trays, Silver Lined Tea and Coffee Pots in all sizes.

SILVER PLATED TRAYS
"CARPATHIAN"

ASSORTED DESIGNS
OBLONG
Four Sizes, inches 12, 14, 16, 18





ROUND

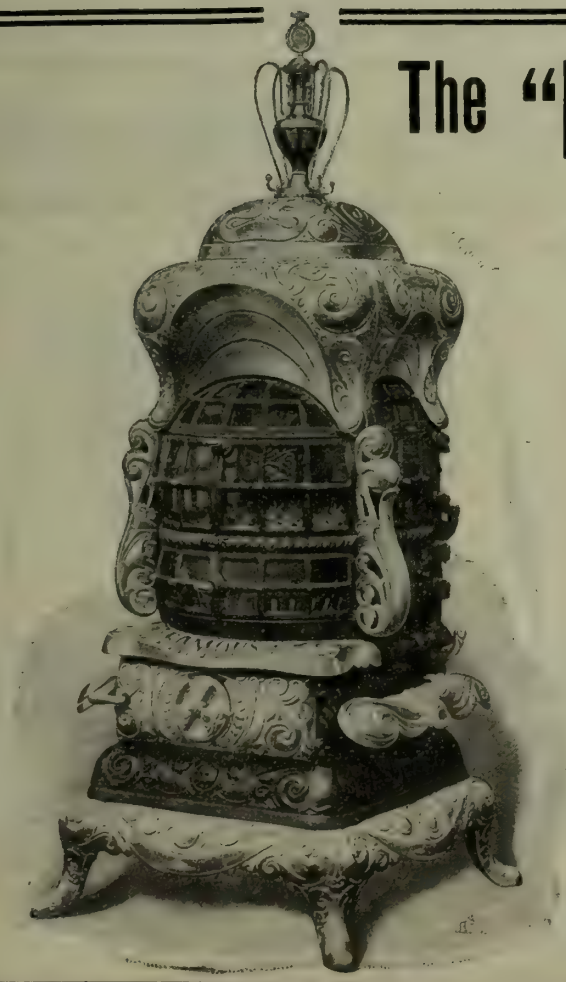
ASSORTED DESIGNS
Two sizes, inches 12 and 14
SCALLOPED DESIGN
Two sizes, inches 12 and 14

ROUND MARVEL TRAYS
Tin, Nickel-plated
A cheap line, 13 inches diameter

Write for Prices

The THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

The "Famous" Base Burner



—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N. B.
Montreal, Winnipeg, Hamilton, Calgary.



"JEWEL" STOVES and RANGES

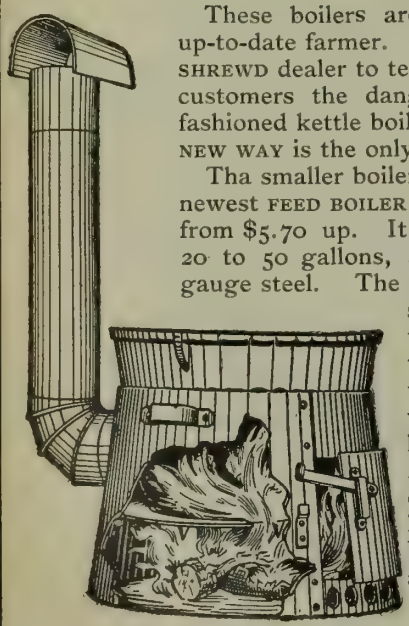
The Ideal Jewel Heater With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.
The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been redressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.
Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED
Hamilton, Canada

Two Real Farmer's Friends



These boilers are necessities for every up-to-date farmer. It will be easy for the SHREWD dealer to tell his farmer friends and customers the danger of having an old-fashioned kettle boiling in the yard. The NEW WAY is the only SAFE WAY.

Tha smaller boiler, the RUHMANN, is the newest FEED BOILER on the market, and sells from $5.70 up. It has a capacity of from 20 to 50 gallons, and sells on sight. 12 gauge steel. The LARGE boiler is a sure seller, too. It is just what the farmers need, and at this time of the year it will attract. It will boil water in 20 minutes. We have different weights. Approximate weight of of this size, No. 25, 225 lbs. ; of No. 30, 311 lbs. We have 25-gallon pots also, weight, 51 lbs.



RECORD FOUNDRY AND MACHINE COMPANY, LIMITED
MONTREAL and MONCTON, N.B.
Sales Agencies at Toronto, Winnipeg, Vancouver, Calgary, St. John's, Nfld.

You might as well have first-class

Rubber Stamps

at reasonable and
=Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON, ONTARIO

SNOW SHOES



of

QUALITY

Not Made for Competition
But With Competition
Prices.

Supply the Best at Lowest Prices

And You Will Lead.

Complete Assortment of Sizes in Stock.

A. E. BREGENT

192 St. Catherine East, Montreal

TRADE MARK KEYSTONE BRAND REGISTERED

The Prosperity of the Country
and the popularity of
Keystone Brand Brushes
and Brooms

have combined to force upon us a further addition to our plant. We have just completed the installation of new machinery and now hope to be able to fill orders promptly.

QUALITY TELLS.

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

"Brantford" "Roofing"

FREE

A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited
Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited
Market and Louise Sts.
Montreal Branch: 300 St. James St., Montreal, Que.

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

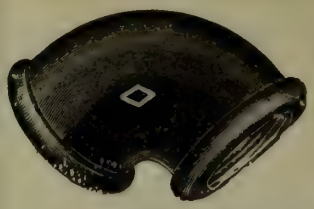
It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



DIAMOND BRAND FITTINGS

Always give satisfaction because they are perfect in fit, threading and finish.

WHOLESALE ONLY.

The Oshawa Steam & Gas Fittings Co., Ltd.

OSHAWA, - ONTARIO

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.

141 William treet, Montreal, Que.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

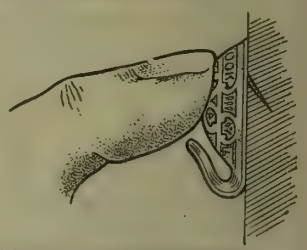
108 Cabot Street, HOLYOKE, MASS., U.S.A.

THE HANDIHOOK IS A SURE SELLER

"DON'T LOOK FOR A HAMMER! DON'T SCREW IT IN!" THATS WHAT TO TELL YOUR CUSTOMERS ABOUT IT

Simply press the Handihook with your thumb. That's all it needs. Once up, it'll hold 10 pounds as easily as it does an ounce. And it won't disfigure your wall or woodwork.

For hanging the hundred and one things around the home, office, store or factory, the Handihook is the best hook ever devised. Can't be beaten for hanging pictures, signs, calendars, coats, waists, skirts, whisks, towels, reference books utensils, etc. Made in gun metal, nickel and antique copper.





WRITE US FOR PARTICULARS. SAMPLE ON REQUEST.

THE MANUFACTURERS' SALES CO.

Sole Distributers for Canada.

F. H. REID, Mgr. - - Birks Building, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.





SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H.,USA
Webstech & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY !
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

FURS.

FURS Do you trap or buy Furs? I am Canada's largest dealer, I pay highest prices. Your shipments solicited. I pay mail and express charges; remit promptly. Also largest dealer in Beefhides, Sheepskins, etc. Quotations and shipping tags sent free.
JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Corrugated, asbestosned, fire-proof stove pipe thimble, cast both ends, pipe resting against points or projections, impossible to get hot, the only real fireproof thimble made; send for catalogue of these and our other hardware specialties. Mfd. by
The COLLINS Mfg. Co., TORONTO

MANUFACTURERS' AGENTS.

R. B. COULSON
Manufacturers' Agent
454 St. Paul Street : : Montreal
Successor to
COULSON & BLAIKIE
Connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal, 28-30 St. Peter St.
Winnipeg: 132-134 Portage Ave., East

MANUFACTURERS' AGENTS.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

T. W. HEMPHILL & CO.,
Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

MANUFACTURERS' AGENTS.

The Manufacturers Sales Co.
MONTREAL
Frederick H. Reid, Manager
Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

CHAS. MORIN
89 Dalhousie Street, - QUEBEC
Specialty Manufacturers' Agent
18 years' experience, 3 travelers calling upon retail trade in Quebec district. Open for good lines in HARDWARE SPECIALTIES.

Are you interested in any of the lines that are advertised ?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

MANUFACTURERS' AGENTS.

THOMPSON & GUNN
333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

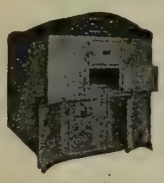
METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

NAILS.

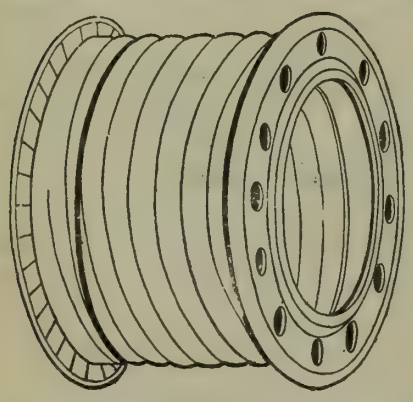
JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada
Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont.
Phone, Parkdale 3188.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

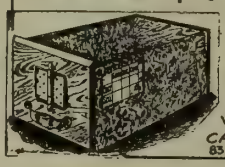
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.
ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto.

SNAPS.

"QUEEN" LOOP SNAP
Strong  *Durable*
No. 900—Another addition to our line.
COVERT MFG. CO., TROY, N.Y., U.S.A.

SOLDER

HOW ABOUT SOLDER ?
Our Phone No. is Main 1729
We will be pleased to quote you
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STEEL TANKS.



MAPLE EVAPORATORS
at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.
Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

STOVE REPAIRS.

Phone College 4877
JONES BROS.
346 Christie St., Toronto
Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

TOOLS.

ARMSTRONG UNIVERSAL RATCHET
Two inches of motion at end of handle, in any direction, will drive the drill



Armstrong Bros. Tool Co.
106 N. Francisco Ave., Chicago, U.S.A.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

IT LOOKS SMALL

but there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactory than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)
2c. per word for 1st insertion. 1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.
Write or phone our nearest office.

HARDWARE AND METAL
MONTREAL TORONTO WINNIPEG

SNOWSHOES



OUR SNOWSHOES are made by our own special workers. The wood is all selected from finest white ash. They are all the best gut, the best binding and in a great variety of sizes.

We have the curved toe lumberman's size and shape and the attractive sporting patterns.

COMPLETE LINE

Illustrated card showing sizes and shapes
Price List on request.

The Robert Ryan Co.

Three Rivers :: Quebec

Manufacturers of Gloves, Mitts, Moccasins and Snowshoes

Hobbies

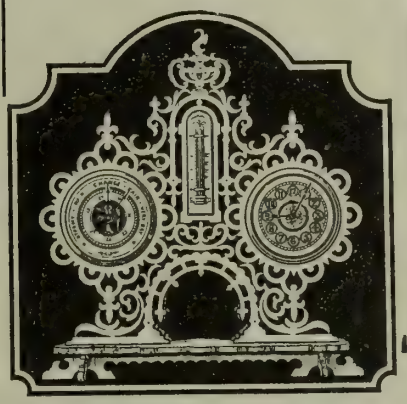
TRADE MARK.

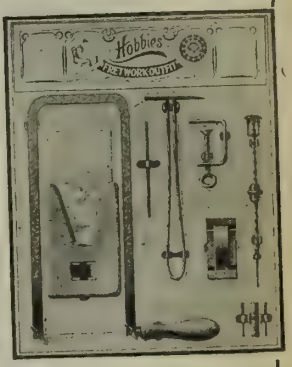
Fretwork Designs & Outfits

ARE YOU SELLING THESE?

They are asked for all over the world.

SEND FOR CATALOGUE AND TRADE TERMS NEXT MAIL.





OUR NAME IS YOUR SALESMAN.

Hobbies, Ltd.

Manufacturers

Dereham, - - - Eng.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

"STAR BRAND"





FERRALL'S HUB HOISTER

AND

Sheave for Same

FOR HEAVY RAPID HOISTING

EITHER FOR MANILA OR WIRE ROPE

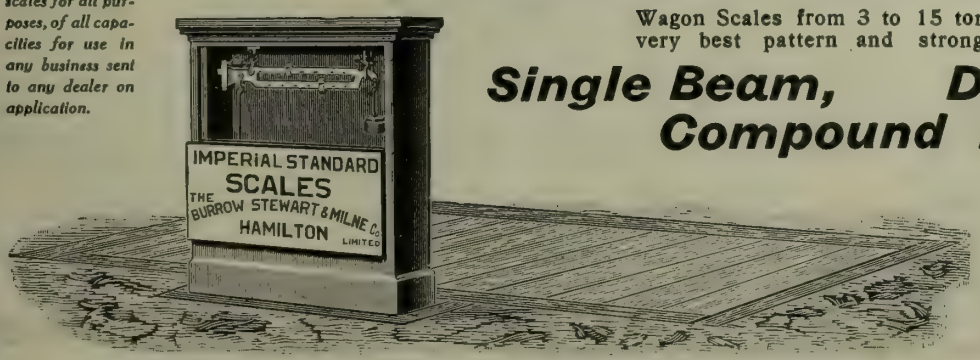
The shells have rounded edges which protect and save the rope. The sheaves are fitted with Metaline side bearings which keep sheave from heating. The best rope-saving block made.

Catalogue H.M. Sent Free on Application

Boston and Lockport Block Co.

116 Condor Street, EAST BOSTON, MASS.

Catalogue of 128 pages, showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.



IMPERIAL STANDARD SCALES

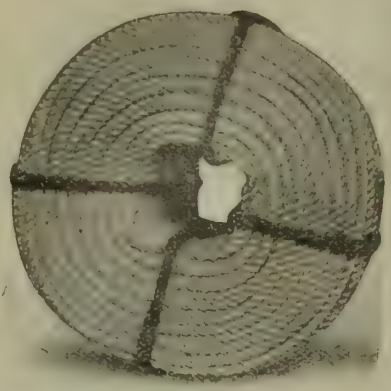
Wagon Scales from 3 to 15 tons capacity of the very best pattern and strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers.

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MADE BY

PLYMOUTH CORDAGE CO ---- PLYMOUTH—WELLAND

¶ A Satisfied Customer is the best advertisement you could possibly have ; therefore you should give each customer the best value for his money.

¶ This, in the case of rope, does not mean the greatest number of pounds for a certain sum, but rather the greatest length, together with the necessary strength and durability.

¶ PLYMOUTH rope is made with this end in view. Costs a little more per pound but will be found cheaper in the end and much more satisfactory. Quality in rope is economy.

¶ The successful dealer appreciates the above facts and demonstrates them to his customers.

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Stocks at
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Engineers' Supplies

from it and you will always have SATISFIED CUSTOMERS.

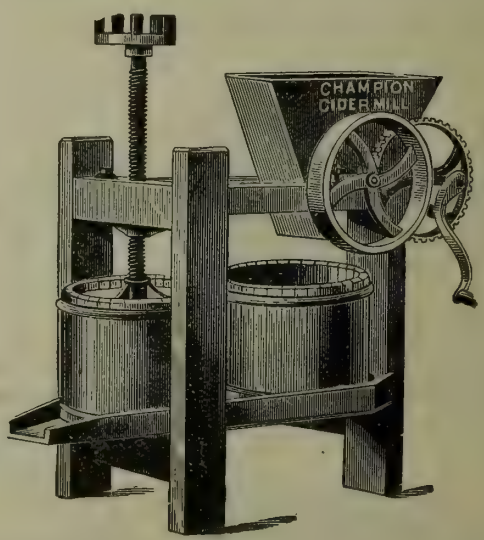
All leading Hardware Merchants stock the Penberthy line because "THERE IS MONEY IN IT."

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Cider Mills and Presses



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Butter Workers and Shipping Boxes,
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and QUALITY **BRASS WORK**



J.M.T. Plumbers' Brass has a reputation of its own for quality of material and workmanship. It's made like all J.M.T. Goods—full weight, to give endurance and lasting satisfaction.

J.M.T. Cushion-disc Compression Cocks. They don't leak or require continual repairs. "Morrison" Fuller Cocks work as you like to get them.

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"Thomson" Patent Smoke Machine
The Plumbers' favorite

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and you, sir, are anticipating your annual harvest from big business. Are your stocks right to meet the demand in the Toy Department? Here are just four lines that will draw business for you. Time is getting short.

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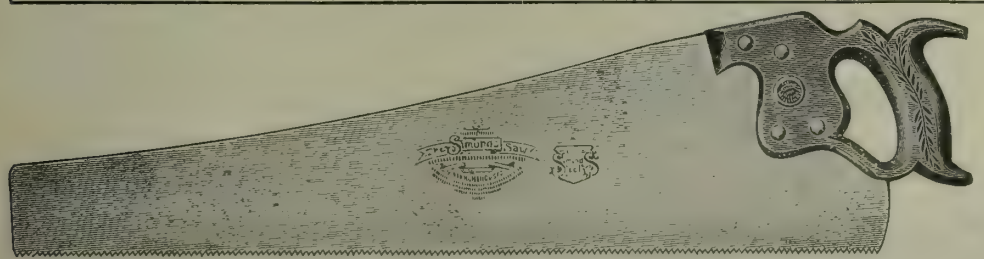
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This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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This book contains many valuable suggestions which every hardware merchant should adopt. A few of the subjects dealt with are:—Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Averaging Retail Profits, Etc.

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who sells our wooden or metallic ash sifters. They retail at 15 and 20c each.

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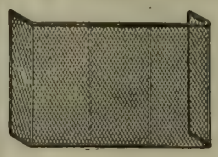
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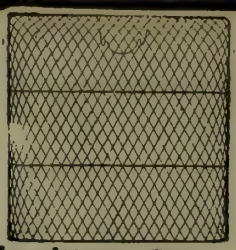
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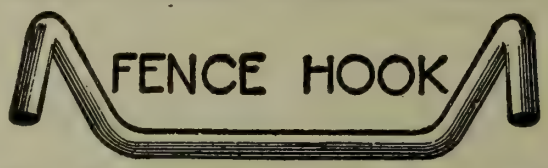


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We solicit your inquiries.

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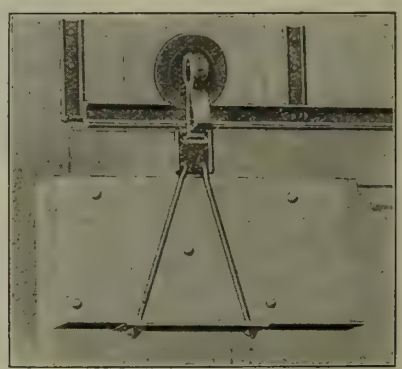


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Buy the Best.
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Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

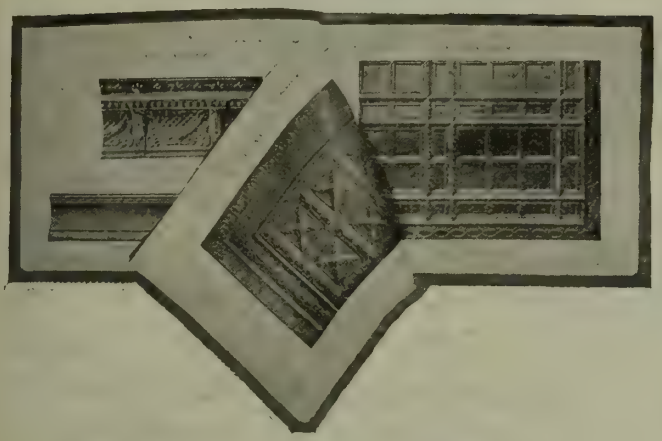
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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.
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New enlarged Catalog "A-3" has just been mailed out to the Trade. If for any reason your copy missed connections **DROP US A CARD.** We want you to know the importance of *machine-cut beads*, *wood-brackets* and *improved panel-plates* to you as an erector and dealer in Metal Ceilings. Name and address, please?

The Galt Art Metal Co., Limited

GALT, ONT.

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WINNIPEG, Dunn Bros.

Our Acorn Trade Mark

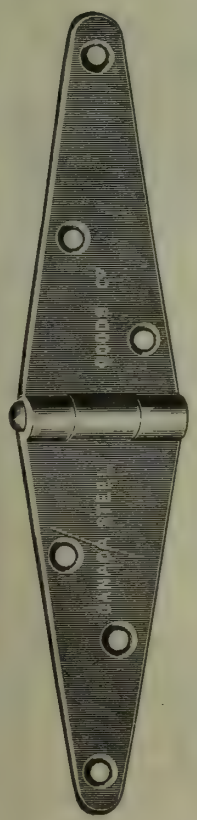
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Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

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Crescent Brand

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QUALITY

is the potent force that has placed

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in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

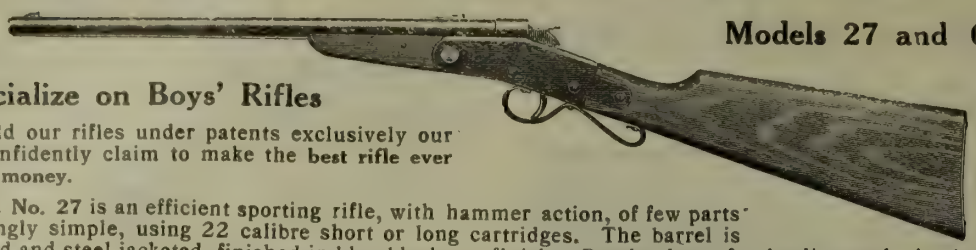
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Quick Sellers

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Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

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Our Electric Welded Chains

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BEAR TRADE MARK

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PLAIN ROUND.

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Crimps outside, no obstructions inside.



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immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to ——

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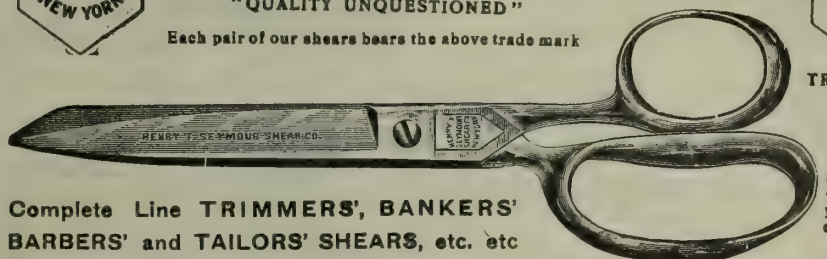
have been the Standard for over seventy year

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Each pair of our shears bears the above trade mark

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Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

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Shear making "up-to-date" is found in

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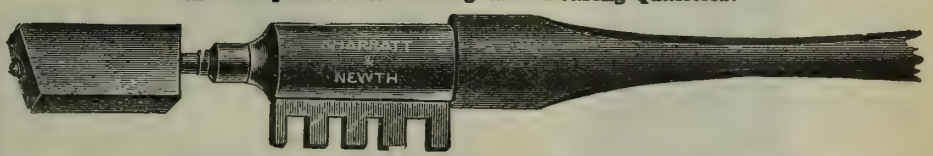
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Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

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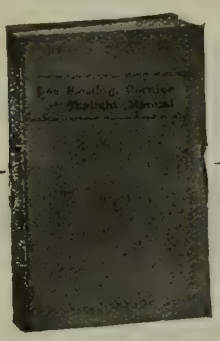
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THE "TORONTO EXPRESS"

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A MODERN LAVATORY WITH OUT PLUMBING EXPENSE

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THE **Daisy** Sanitary Earth Closet

Compact

Neat

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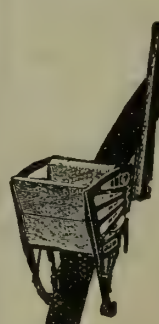
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This closet is easily erected and has proved a very ready seller. It just "fills the bill" in every case where a Water Closet cannot be used. Sells at **$10.00** and leaves you a worthwhile profit.

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is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

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Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

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This Trade Mark Insures Genuineness Originality Perfection Satisfaction



BEST ENGLISH PORTLAND CEMENTS

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As supplied the principal Canadian Railways, government works, and the largest engineering projects in the world. (In bags and barrels).

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LONDON WHITING—WHITE'S BRAND AND FRANCIS' BRAND

Lump, ground, Gilders, Paris white and all qualities for special purposes, supplied in bags and barrels of different sizes to suit the trade.

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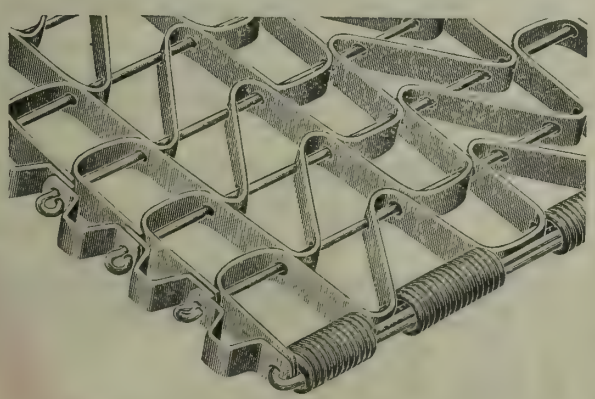
Sole agents for the Associated Portland Cement Manufacturers (1900) Ltd., London, Eng.

Acme Flexible Door Mat

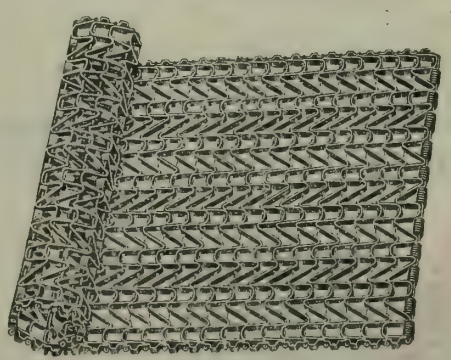
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Special Inducements to Jobbers and Dealers Now

During the Autumn and Winter, the Acme Mat is in constant demand in residences, schools, stores and public buildings.



Detailed cut shows special "Guarded Edge."



Cut shows Flexibility and Attractiveness.

Sanitary—Nonrustible—Self-Cleaning

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TO SUPPLY THE LOGGERS



Large stocks on hand and prompt shipment guaranteed.

Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as :—

Cant Hook Stocks
Loading Blocks
Skidding Tongs
Saw Wedges
Cant Hook Steel,
Etc.



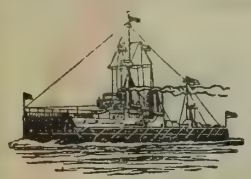




Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - ONTARIO

THE PATENT "DREADNOUGHT" MILLING FILE



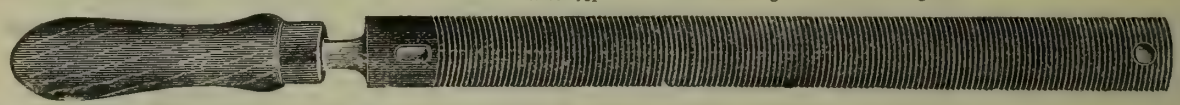
Registered Trade Mark

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively, their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.

JUST THINK :—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."

JUST THINK :—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance

Write for Price List and Catalogue to the nearest agent.

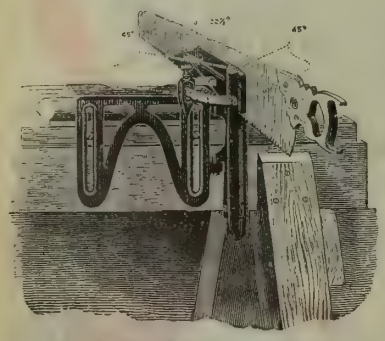


The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

NATIONAL FILE & TOOL CO, 2110 Alleghany Ave., Philadelphia, U.S.A. *FACTORY, 65 Dalhousie St.*

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Can be used on scaffold or ladder as well as on bench.

Lightest, Latest, Simplest and Most Accurate.

No special Saw required.

Can be folded and carried in tool chest.

Will cut any width of Miter

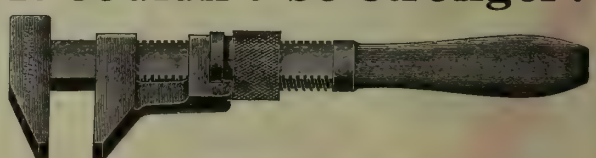
Makes perfect Joint.

Weighs only two pounds.

If your jobber cannot supply you, write us for illustration and prices.

SMITH HARDWARE CO., Ltd., Montreal, Can.

It couldn't be stronger!



This wrench is all steel - handle included. The head bar and shank is a one-piece steel forging. The handle is forced on under immense pressure and hot riveted in place. It is so shaped that it fits the hand and will not slip when the hand is wet or greasy.

WRENCH CATALOG SENT ON REQUEST

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

United States Steel Products Export Co.

MONTREAL

STEEL WIRE

IN ALL GRADES

QUALITY

OF ANY KIND

This is the only inducement we have to offer for your enquiries, and if that forms part of your requirements we should be pleased to quote you on any of our products, condensed list of which we give below.

Car Wheels — Forged and Rolled

Springs — Fine or Heavy

Wire Rope — All Kinds

Structural Steel — Beams, Channels, Tees, Angles, Zees, Etc.

Electrical Cables — Standard or Special Specifications

Nails and Tacks — For Any Purpose

Wire Rods — Open Hearth or Bessemer

Rails — Standard or Special

Concrete Reinforcement — All Sized Meshes

Bars and Spring Steel — As Desired

Shafting — Any Shape

Tempered Wires — For Any Purpose

Rail Bonds — For Electrical Railways

Plates and Sheets — For Any Requirements

Hoops or Bands — Flared or Otherwise

Flat Wire — Special Hard or Soft

Forgings — Axles and Specials

Spring Wires — Any Kind

Splice Bars and Fish Plates — To Any Specifications

Switches and Frogs

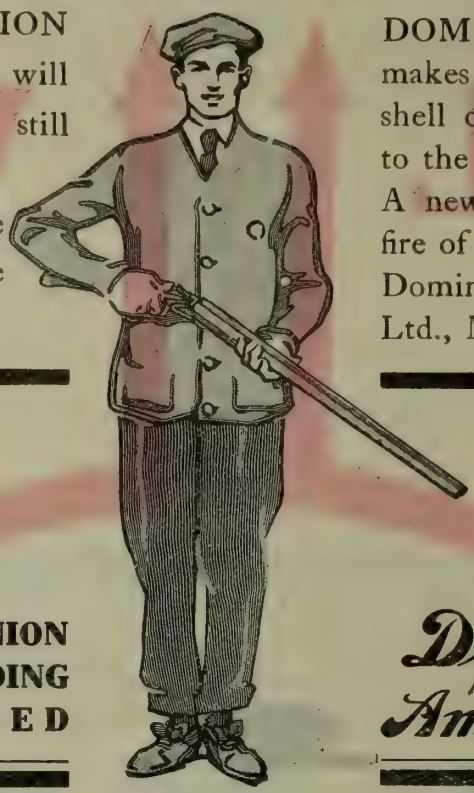
And Other Special Work

SEND US YOUR ENQUIRIES

TREAT every customer so that you can look him in the eye and—ask him to come again.

DOMINION AMMUNITION put out over your counter will enable you to do that and still allow a fair profit.

A satisfied customer is the best advertisement in the world.



DOMINION AMMUNITION makes satisfied customers. Every shell or cartridge is guaranteed, to the full meaning of the word. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal.

THE NEW DOMINION SYSTEM OF LOADING IS UNEQUALED

Dominion
IMPROVED & PROVED
Ammunition

KEMP'S Royal Tea and Coffee Pots

NICKEL PLATED

OF ATTRACTIVE DESIGN — HANDSOMELY FINISHED — HEAVILY NICKELED — WITH ENAMELED WOOD HANDLES





Nos.	430	440	450	460	431	441	451	461
Pints	3	4	5	6	3	4	5	6

Packed separately in cardboard boxes. Put up 1 dozen in a case.

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO., of Montreal
39 St. Antoine Street, MONTREAL, Que.

Cheaper Fire Insurance for Hardware Merchants

Committee of Ontario Retail Hardware Association Doing Practical Work—Preparing for Campaign in Ontario Legislature—Manufacturers Form a Committee of Insurance Premium Payers to Obtain Fair and Ample Insurance Facilities for Canadians—To Fight Insurance Monopoly Before Dominion Parliament—Several Associations to Assist.

One of the most important questions confronting Canadian manufacturers, wholesalers and retail merchants at present is that of the high fire insurance rates charged by the companies in the Fire Underwriters' Association, and the recent formation of the "All Canada Fire Insurance Federation," composed of representatives of the old line tariff companies, with the object of securing amendments to the Dominion Insurance Act prohibiting the placing of insurance with companies not licensed by the Dominion Government, unless the insurance has been offered to and refused by the companies holding Canadian licenses. Should the Federation succeed in inducing the Parliament and Senate to grant their request, the insurance companies will have a complete monopoly and be in a position to dictate and enforce any rates and conditions they desire, no matter how unreasonable they may be.

At the present time it is illegal for "foreign" fire insurance companies not licensed in Canada to solicit business in Canada. Members of the Canadian Manufacturers Association, however, have been placing insurance through its two mutual companies, and these companies have been alloting the surplus they could not carry to the unlicensed New England mutuals. Business for the "foreign" companies is not solicited, but the manufacturers either place the business direct or give power of attorney to an official of the mutual companies, who recommends the amounts to be allotted the various companies.

Against a Monopoly.

When the insurance bill was before Parliament last winter the licensed Canadian companies sought to bar out the unlicensed companies by placing a tax of 15 per cent. on all premiums for insurance placed with unregistered companies. The bill was held up in the Senate, however, and did not become law. Now the insurance companies are demanding that the new law completely prohibit the placing of insurance with unregistered companies.

Opposition to the proposed monopoly has developed in all parts of Canada, and at a meeting held in Montreal on Nov. 13, a "Committee of Insurance Premium Payers of Canada" was formed, to watch legislation and obtain fair insurance facilities for Canadians. At this meeting the following resolution was passed:

Buy in Cheapest Market.

"That in the opinion of this meeting the right of the individual to insure his risks in whatever quarters he desires should be the first principle in the new Insurance Act; that the prohibitions and penalties proposed should apply only to those companies, associations, or individuals who solicit or who carry on by established agencies an insurance business in Canada; and that a committee be now appointed to prepare the case in support of their views, and to arrange for their proper presentation, in the most impressive, comprehensive, and definite manner possible, to the Parliament of Canada, with a view to limiting the operation of the statute accordingly; and that a second committee be named to confer with the committee first named and to arouse public opinion in the matter, and to procure the active assistance of the press and of the various commercial bodies interested."

Subsequently the two committees mentioned in this resolution were appointed for the purpose of carrying the same into effect, the general committee being made up as follows:

Strong Committees—lc

W. H. Rowley (chairman), E. B. Eddy Co., Ottawa; R. M. Ballantyne, (vice-chairman), Lovell & Christmas, Montreal; R. H. Alexander, secretary C. M. A., Vancouver; Geo. E. Amyot, Dominion Corset Mfg. Co., Quebec; C. C. Ballantyne, Sherwin-Williams Co., Montreal; Cyrus A. Birge, Canadian Screw Co., Hamilton; P. Burns, P. Burns & Co., Calgary; A. K. Cameron, Metal Shingle & Siding Co., Montreal; D. C. Cameron, Rat Portage Lumber Co., Kenora; W. H. Clark, W. H. Clark & Co., Edmonton; N. Curry, Rhodes Curry & Co., Amherst James Davidson, Thos. Davidson Mfg. Co., Montreal; Gordon C. Edwards, W. C. Edwards & Co., Ottawa; Rhys D. Fairbairn, Toronto; E. B. Fetherstonhaugh, Greenshields, Montreal; Wm. Flavell, Lindsay; James Gardiner, Hodgson, Sumner & Co., Montreal; W. M. Gartshore, McClary Mfg. Co., London; C. B. Gordon, Dominion Textile Co., Montreal; John A. Gunn, Gunn, Langlois & Co., Montreal; Frank Hawkins, secretary Canadian Lumbermen's Association, Ottawa; E. P. Heaton, manager Insurance Department, C.M.A., Toronto; B. J. Ker, Canadian Packers' Association, Victoria; Otto Lachmund, secretary, Mainland Lumbermen's Association, Arrowhead, B.C.; Wiliam McMaster, Montreal Rolling Mills, Montreal; Edgar McDougall, Caledonia Iron Works, Montreal; H. McGee, T. Eaton Co., Toronto; S. H. C. Miner, Granby; J. B. Miller, Parry Sound Lumber Co., Toronto; Jos. Quintal, Quintal & Lynch, Montreal; A. E. Rea, A. E. Rea & Co., Montreal; T. A. Russell, Canada Cycle & Motor Co., Toronto; A. E. Silverwood, Flavelle - Silverwood, London; E. F. Suse, Wire & Cable Co., Montreal; J. F. M. Stewart, Point Anne Quarries, Toronto; J. B. Watts, C. B. Watts, Toronto; W. T. Whitehead, Mount Royal Spinning Co., Montreal; C. R. Whitehead, Wabasso Cotton Co., Three Rivers; T. Williamson, Ogilvie Mills, Montreal; J. Wood, Robert Simpson Co., Toronto; with power to add to their number.

The secretary of the Ontario Retail Hardware Association has been asked to accept election to the General Committee. The General Committee will probably be called together when the Insurance Act becomes a live issue in Parliament, and in the meantime a sub-committee, consisting of R. M. Ballantyne, William McMaster, James Davidson, A. K. Cameron, E. F. Sise, E. P. Heaton and John A. Gunn, will arrange the details of the campaign.

Produce Merchants Active.

The Montreal Produce Association has also taken up active opposition to the monopoly sought by the Underwriters Association, the fol-

lowing resolution explaining their position:—

"Whereas, the general fire insurance companies located in Canada are asking for legislation which will tend to confine to or give control of all fire insurance in the Dominion to their own companies to the detriment of all the insured throughout Canada;

"Whereas, the fire insurance companies, known as the regular or tariff companies, have an organization known as the 'Canadian Fire Underwriters' Association,' which association fixes the rates of insurance on any or all property, the members of which association control about 88 per cent. of the total insurance reported to the Dominion Government, and all agree to maintain uniform rates and conditions;

"Whereas, it has frequently been found impossible to obtain all the insurance required from registered companies, which companies frequently limit or refuse the acceptance of risks which do not suit them;

"Whereas, it is not proposed to tax registered insurance companies for reinsuring a portion of their risks with unregistered companies, the insured also should have the privilege of placing insurance with such unregistered companies without having to pay a tax for so doing;

"Whereas, for many years past eventual recourse to Underwriters at Lloyd's, London, or other unregistered concerns, has been the owners' chief safeguard against the excessive rates of a virtual combine, and the only means of placing all the insurance required;

"Therefore, resolved, that this association places itself on record as strongly opposed to any alteration in the insurance laws that will in any way restrict the freedom of our members in securing insurance to the fullest extent of their requirements, or that will deprive the assured of the right of placing such insurance with strong financial companies operating outside of Canada,

What Hardwaremen Want.

The Ontario Retail Hardware Association will, of course, give active support to the opposition to the proposed monoply, as it has a direct bearing on the effort of the Ontario association to organize a hardware mutual fire insurance company.

The Retail Hardware Association, in order to form a mutual company, must secure an amendment to the Ontario Insurance Act, striking out the word "mercantile" in the clauses which give farmers the right to form mutual companies and preventing merchants and manufacturers from doing likewise. Hon. Frank Cochrane, Sudbury; G. C. Wilson, Dundas, and R. R. Gamey, Manitoulin, are three M.P.P.'s who have conducted retail hardware stores and they, with the farmer members who enjoy the benefits of mutual insurance, ought to be able to secure the desired amendment in spite of any opposition the fire underwriters may put up.

But after securing the amendment and organizing a company, the hardware merchants will be in the same position as the manufacturers are now in. They will be able to place insurance up to the limit of $3,000 or $5,000 in their own company but over this amount will have to go to others. Where will they go? If they are securing a rebate of from 25 to 50 per cent. from their own mutual company will they be willing to pay full board rates to the old line tariff companies when they can place up to $30,000 more in the eight successful hardware mutuals across the line, most of which give rebates of 50 per cent. of the premiums annually? The retail hardwaremen, therefore, are likely to want the right to buy their insurance, just as they buy their nails, in the cheapest market. Consequently they are interested in, and will support, the position taken by the manufacturers in opposing the further entrenchment of the insurance monopoly.

ARRANGEMENTS FOR CONVENTION.

A committee composed of Vice-President Ballantyne, Treasurer Caslor, and Secretary Wrigley, of the Ontario Retail Hardware Association, visited London last week and met the local committee which has been organized to make arrangements for the fifth annual convention which is to be held in that city on Feb. 8, 9, 10 and 11 next.

After looking the halls over it was decided that the Board of Trade rooms would be too small to hold the convention and arrangements were, therefore, made to secure the banquet hall in the Masonic Temple, immediately adjoining the City Hall, where the hardware exhibition is to be held.

Arrangements were also completed for the holding of a "Made in London" show of hardware goods in the City Hall Arcade below the exhibition, the front part of the Arcade being arranged in the form of a hardware store with a model store front, silent salesmen, shelving and other fixtures.

The Tecumseh house was also selected as convention headquarters and circulars will be issued to exhibitors and the trade as to the special rates quoted.

Local committees are now at work completing the arrangements for the convention and preparations are being made to entertain at least 400 retailers and representatives of manufacturing houses.

The gathering seems likely to be larger and more successful than anything of the kind ever held in Canada.

AN INSURANCE INQUIRY.

The Mutual Insurance Committee of the Ontario Retail Hardware Association will hold a meeting in Toronto next week to make arrangements for the campaign in favor of amending the Ontario Insurance Act.

The committee has been gathering information regarding the workings of the hardware mutual fire companies across the line and have also sent forms to every hardware merchant in Ontario, asking for information as to the rates charged, etc. In case any hardwaremen have been overlooked they can fill in the form and return to J. Walton Peart, St. Mary's, convenor of the committee. The form is as follows:

What insurance do you carry (a) Buildings, $ (b) Stock, $

What are stock company rates
(a) Buildings, per cent.
(b) Stock, per cent.

In the event of our organizing for Mutual Insurance, would you insure to the limit of policy ($3,000)? If not, state what amount you would carry with a Hardware Mutual Company .....

Do you insure on co-insurance plan? .....

Have you had any fire losses within the past ten years, and what percentage of the total insurance was paid to you?.....

Have you any general suggestions to make regarding fire insurance?

.....

Firm Name .....

Address .....

The Evolution of the Show Window

The Modern Merchant has his Window Well Lighted and Takes Full Value of the Advertising Opportunity — A Mechanical Window at Goderich.

In the evolution of business methods there is no feature to which more attention has been bestowed than upon the show window of mercantile establishments. It is yet within the recollection of not very old men when, the business for the day being over, the window, which served as much for the purpose of providing light as for the display of goods, was securely walled up by shutters, barred and bolted. The nocturnal pedestrian groped his way along the busiest thoroughfares with such light as the flickering gas or spluttering oil lamps afforded, with not so much as a glimmer from the barricaded windows of the average store to cheer the loneliness. The shutters have long since been relegated to the woodshed for kindling; the shop windows have expanded until they have crowded out brick walls; the gasfitter and the electrician, particularly the latter, have drawn upon their ingenuity to produce illuminant effects, and the show window evolved is a thing of beauty and a joy forever. The tradesman has learned the value of the display made possible by the glare or subdued effect of the incandescent or frosted globe. The show window has become the most forceful and tangible advertisement of his business. He recognizes it as an indispensable asset and he expends hundreds if not thousands of dollars annually in its embellishment. This display window idea is not confined to any particular line of trade, but is generally utilized to attract the attention of the passing throng with an alluring intent and prospective profits.

MOVING WINDMILL WINDOW.

A display which attracted considerable attention at Goderich a year ago is reproduced in the accompanying illustration. It shows a windmill, on which electric lights are fitted, which revolved from power developed by running water flowing over the tray and onto the water wheel, the water then passing along a canal across the front of the window, with fishes swimming in the water. The background is a cottage constructed of building paper painted to represent stone, the windows being boards covered with pocket cutlery. To the side is foliage and on the base of the window and in front of the canal are articles of silverware and other goods suitable for holiday gifts.



Mechanical Windmill Window, D ressed by R. W. Craigie for C. C. Lee, in Goderich, last December.

HOW TO WASH WINDOWS.

"Perhaps my experience in teaching my help how to wash the show windows may be of interest to others," writes a hardware clerk. "Strange as it may seem, there is a right and a wrong way to wash windows, and as this operation is usually dreaded, the following method will, doubtless, be appreciated, as it saves both time and labor:

"Choose a dull day, or, at least, a time when the sun is not shining on the windows, for when the sun shines on the window it causes it to dry streak, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing all the woodwork inside before touching the glass. The latter must be washed slowly in warm water diluted with ammonia—do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth—do not use linen, as it makes the glass linty when dry. Polish with tissue paper or old newspaper. You will find that this can be done in half the time taken when soap is used, and the result will be brighter windows."

TORONTO RETAILERS MEET.

A meeting of the Toronto Retail Hardware Association was held on Wednesday night in Temperance Hall, Bathurst street, and, considering the short notice, the attendance was very satisfactory. A very interesting discussion took place on store methods and a desire was expressed that similar discussions take place at future meetings.

It was decided that no meeting be held in December owing to the rush of holiday trade, and that immediately after New Year's President Pearsall and Secretary Harding, issue a call for another meeting

Planning the Holiday Advertising

H. U. Tibbens, in Brains, Makes Some Practical Suggestions from the Advertising Manager of a Large Retail Store.

The wise advertising man is already laying his plans for the coming holiday campaign. Christmas is the harvest time for merchants, and all energies are bent toward inducing the greatest volume of business at the Yuletide season.

In general, holiday advertising is more or less haphazard, due to the fact that so many things are left until the last minute and then have to be done with a rush or not done at all. It is with the idea of overcoming, to some extent at least, this tendency that this article is written so far ahead of the Christmas season.

Advertising managers should consider carefully what they wish to do in the publicity line at holiday time and have everything ready to swing into Santa Claus talk by the first of December, at latest.

A good plan is to go over the ads. of previous years and determine the general style and cost of the compaign. If the firm's publicity admits of the use of cuts, get busy on these and have them in hand and ready to use when you need them. If special border, head pieces, signatures, eye catchers and special designs are needed, have them made up at leisure before everybody is rushing artists and engravers. In this way you will get better work—and it will not cost anything extra either, as rush jobs often do.

Generally the advertiser, who is in the newspapers all the time increases his space as the holidays approach, while the non-advertiser takes a flier in type during the same period and then drops out as soon as Santa Claus has made his rounds. There is a class of advertisers—not so large as the others mentioned—who reason that at Christmas time they will have as much trade as they can take care of without any extra advertising, hence do not increase their advertising expenditures. Persons who have given this matter some thought have reached the conclusion that both classes are partly right and partly wrong and that a solution of the holiday problem is a happy medium — a combination or modification of both systems. This means that the advertising appropriation will be spent to the best advantage.

For many years merchants and newspapers have been advising early shopping, but experience shows that it is hard to get the average citizen into the buying mood until the last minute. But because a thing is difficult it by no means follows that it is impossible, and here is where the combination advertising plan comes in.

Begin by taking generous space and whooping things up at a lively rate, with plenty of talk about early buying and the advantage of securing the first choice of the finest things — the cream of the holiday offerings. It is best in the early part of the campaign to feature the larger and more expensive articles—the things which appeal especially to the well-to-do, who have the money to buy at any time. It is a good thing to dwell upon the advantage of giving useful tokens if the merchant does not carry a line of strictly holiday goods.

Probably ten or twelve days before Christmas the ads. should be tapered down, taking advantage of the cumulative effect of the work already done and also because along toward Christmas people rush into the stores at the last minute, never consulting the advertising columns of the papers—intent only on doing the shopping in some way that should have been leisurely attended to two or three weeks before.

This is the policy to be followed. If at any time business shows signs of falling off, give it another dose of advertising medicine. It is almost needless to say in this connection that the goods selected for exploitation toward Christmas should be those of a purely gift nature and things which have shown signs of "sticking."

It may be necessary to cut prices on some slow-moving lines to keep them going, but that happens on every sort of merchandise twelve months in the year, so no merchant should hesitate to put the knife into prices on slow sellers and sacrifice profits rather than carry a line over Christmas. Selling a lot of stuff at cost or near it the week before Christmas is much preferable to selling it for a good deal less than it cost the week after.

In conclusion then: Use your largest spaces early in December, tapering down the ads. as you see the store is doing all the business it can handle, anyhow, just before Christmas. Talk early buying and morning shopping and in the end the results will be far better than under the plan generally followed.

Aim to better your best and your 1909 advertising will be far ahead of any you have done previously.

W. H. Jones, who for the past twenty-one years has conducted a very successful hardware business at Ingersoll, has disposed of his business to T. N. Dunn. Mr. Jones is going out west.

OUR HOLIDAY CONTESTS.

It is an undisputed fact that window displays and newspaper advertising are valuable in selling holiday goods. By using these two methods in getting business, therefore, hardware merchants are following along lines of least resistance to their own financial advantage.

In dressing your Christmas window, a little extra trouble, will make it the best you ever had. Encourage your clerk to try for one of the prizes offered by Hardware and Metal for the best Christmas window displays, photographs to be sent us not later than December 31st.

Following last year's precedent, window dressing contestants will be divided into two classes:

For the best selling window display shows in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In the window display contest in each case there will be three prizes as follows: 1st, $5 in cash; 2nd and 3rd, a copy of "Hardware Window Dressing," sold at $2.50 each.

To enter the contest send a good, clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display.

We also want copies of the special holiday ads you run in your local papers during the Christmas season with a view to booming holiday trade.

The advertisements submitted should be about Christmas goods regularly sold through hardware stores. Forward one or more clippings from your local paper with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be two prizes of $5 cash given to the winners, one in the cities over 10,000 and the other in the towns having a smaller population.

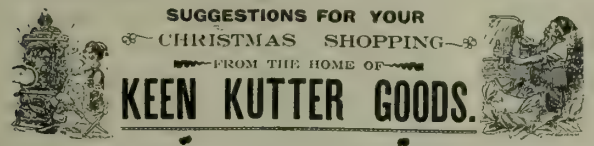
The awards will be made by specialists and will be announced with reproductions of the prize winners, shortly after the close of the contest. All entries in each case should be mailed not later than December 31, to the Editor of Hardware and Metal.

DISPLAY SHELVES IN WINDOWS.

Mirrors and polished plate glass shelving, with rounded edges and supported by neat brass or bronzed brackets, give a refined and finished appearance to a store that appeals to the better class of customers. The mirrors and plate glass shelving have the further advantages of reflecting the goods and so enhancing the effect, while at the same time increasing the apparent volume of the display. This is particularly noticeable when artificial light is used, as at night time. It is for every dealer to decide for himself how far he can go in fitting up his store with these more or less costly accessories.

One needn't be a genius to be able to dress a window properly—the necesary requisites are common sense, with an application of your knowledge of business, art and human nature.

Price the goods displayed whenever the price is an attraction.





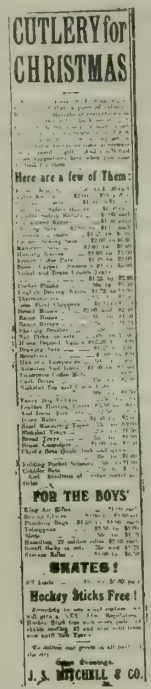
Nothing will make any woman (and the whole family) happier on Christmas Day than to eat that turkey roasted in a "SUMMIT" (4 hole) or "MARVEL" (8 hole) Champion the only ranges made with this cross grate. There are 80 happy homes in Oshawa and vicinity NOW in which these Ranges are used. See our list of users.

OPEN EVENINGS TILL 9

JOHN BALES & SONS

"If It's Hardware, We Have It."



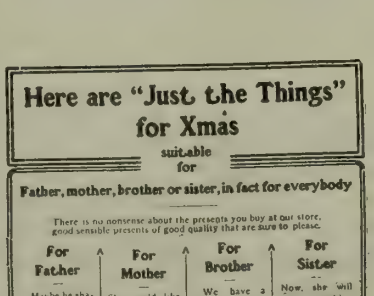














Some Ads. Used by Canadian Hardware Stores to Advertise Christmas Goods a Year Ago.

Suggestions as to What To Do In December

Merchants Should be Early in the Field for Holiday Demand — The Benefit of Strong Advertising — An Abnormal Sized Present in Window Proves a Good Eye Catcher—Staple Lines are Good Gifts.

Next month hardwaremen will be coping with their holiday trade—the first part in preparing for the demand, and the second in supplying it, and their success will be in due proportion to the amount of forethought they have applied to their campaign. In Hardware and Metal's Christmas trade number some weeks back, we urged upon merchants the necessity of being early in the field—early with the ordering of the stock, early with the advertising, and early with the display. It may mean all the difference between success and failure. The holiday trade is different from the trade that the merchant meets with generally throughout the year. It has special features of its own—features needing careful attention. It is a trade that has to be carefully fanned and carefully solicited, as it can be supplied elsewhere. The merchant is tendering for a demand that is keenly sought for by others, and therefore he must bring into play all the forces at his command. And one of his best forces is being early in the field.

Example of Shortsightedness.

In the Hardware Dealers' Magazine there appeared a short editorial with a moral which will bear telling. It was as follows: There was a young newspaper reporter who was sent to write on the wedding of a fashionable belle to a prominent club man. In an hour he returned, sat down at his desk, and began to read a newspaper. "See here," shouted the city editor, "why, don't you rush that wedding report." "Nothing doing" said the reporter. "Nothing to write about. The bride was at the altar, but the bridegroom failed to show up." This illustrative anecdote recalls to mind the hardware dealer who fails to make good profits out of the holiday trade. Nothing doing! Yet the crowds are on the streets by the end of November looking for holiday goods. They are in the department stores, the jewelry stores, the book stores. If they are not in the hardware stores it is because the dealer has not baited his windows, his announcements, his advertisements, in the proper manner. Nothing doing! Yet men, women and children are spending thousands of dollars in every day of the holiday season. They are buying silverware, leather goods, household utensils, sporting goods, sleds, skates, glassware and toys. If they are not buying them of the hardware store, it is because they have been steered, lured, led, argued, pushed in another direction. Nothing doing! Yet a lot is doing in the store across the way, next door, and up the street. The goods above named belong legitimately to the hardware dealer. If he allows some one else to beat him on his own ground, and at his own game, it is because, like the young reporter, he does not know a good thing when he sees it.

Advertise Strongly.

Presuming that the merchant has his stock in by the commencement of the month, and that is none too early to take full advantage of any new lines and novelties being carried, he should start at once to inform the community of the many and varied lines he is carrying for their special delectation. He must run no risk of hearing the comment, "If I had only known that you were selling this, I would not have bought my present from So-and-So." Circularise the community with catchy announcements, advertise in the newspaper, and towards the middle of the month double the size of the space, taking care not to have a dull line of reading. Let the ads. be interesting, so that each issue of the paper will be read first for the hardware ad., and then for the news of the day. Have some printed matter to give away to each customer, and be careful to see that the matter is enclosed within the parcel, and not handed to the customer, or made a wrapper for the parcel itself. Very few people have time to read, nor care to read, printed matter on the streets, and the first thing that is done to the advertisement is to throw it away, while the women folk object to carrying anything but a plain paper parcel. Put the matter inside so that when the parcel is untied at home the advertisement can be read at leisure.

A Good Window Idea.

Then the merchant can devote some of his window space before he actually commenced to display his holiday wares with some card announcements calling attention to the fact that Christmas buying is spoilt unless done carefully. "Be warned and see what I have before you select your gifts," would be a good line.

A very strong advertisement is to have something in the window of the nature of a present, but of unusual size. Being out of the ordinary, it would at once attract attention, even that of the man who is hurrying to catch a train. For instance, the whole window could be taken up with a huge cardboard representation of the face of a watch with the hands, if possible, moved by a little mechanical arrangement. This dial could be suspended from the ceiling by a chain of colored festoons, or of other objects suitable for presents, such as knives, razors, plated spoons and forks, and so on, held together by invisible wire. Across the dial should be inscribed the words, or something to the same effect,—"This is the store for Christmas presents. Come in, and see them. Watch how the time flies. Do not leave your buying until the last 'minute.' Come in now, and take your choice." Such an eye catcher not only tells its tale in a "second," but identifies that store with Christmas presents.

Must be Enthusiastic.

As we have pointed out before, when the merchant makes his real display, he should do so in no half hearted way. Let there be no doubt in the mind of the customer that so far as the store is concerned this is Christmas time. The walls, the counters, the show cases, the windows, and the smiling faces of the staff should be indisputable evidence of the festive times. The store should radiate good cheer, and directly the customer opens the door he should experience such a Santa Claus feeling that his fingers will be hungering to touch his money.

In our holiday number we went exhaustively in the question of window display, and the interior treatment of the store. We need, therefore, only to reiterate the necessity

of having a warm cloring to the store, and the showing of all the lines that are carried. Have them set out so that they can be easily inspected, for buyers of presents like to carefully inspect the goods before making a choice, and be careful not to force a sale on anyone who does not seem disposed on that occasion to buy. On the other hand have a sufficient staff to look after all who wish to purchase. Being pressed to buy when not disposed to is as irritating as having to wait for a clerk when one wants to buy. Hardware merchants do not make enough use of the ideas of storing presents for people. Many would buy early if they could have the articles held for them, and especially in the case of bulky gifts, such as sleds, wagons, and other children's toys. Secrecy is the greatest charm of present giving, but this is hard to obtain in a house where there are children, if the articles have to be stored for any length of time. The merchant, too, should look carefully after his delivery system, for it will have to do double duty.

Staple Lines Make Useful Gifts.

If the merchant goes into the battle well prepared, we venture to say that there will be "something doing." He will do a trade that will surprise him, and make him think of the many Decembers that he has wasted away. The hardware store is just as good as any other store for Christmas presents, in many respects it is much better. Many of the staple lines of hardware make most useful presents, and useful presents are the most appreciated in the long run. Then again, it is such a small step from these staples to a multitude of other more fancy articles that are in demand at this time of the year. Surely the hardwareman has more right to silverware than the jeweler. Cutlery and silverware are too closely allied to be parted in purchasing. Bathroom fittings, and razors, shaving sets, manicure sets, and soap are also connected and so on. The time has gone by when the hardware store was thought out of the running so far as presents were concerned. It is now one of the foremost competitors and if the merchant sets about it in the proper way he can make his store the foremost. Let him try.

HARDWARE TRADE GOSSIP

Quebec.

N. Larose, of Vercheres, Que., has been on a business trip to Montreal.

T. Gagnon, St. Stanilas, Que., has been doing some hardware buying in Montreal.

Tom Hall, of the Hall Engineering Works, Montreal, is on a business trip to New York.

J. H. Plummer, president of the Dominion Iron & Steel Co., Sydney, has been staying in Montreal.

A. Desjardins, St. Joseph du Lac, Que., has been a caller on the Montreal hardware trade.

George McAvity, of T. G. McAvity, hardware merchants, St. John, N.B., has been on a visit to Montreal.

Watson, Jack & Co., Montreal, have moved from the Bell Telephone building to 709 Power building, 83 Craig Street West.

J. A. Farrell, president of the United States Steel Products Export Co., whose Canadian headquarters are in Montreal, has gone abroad.

P. R. Hanson, formerly with the Canadian Rubber Co., of Montreal, and then manager at St. John, N.B., has joined the Dunlop Tire Co., Montreal, and will cover the same territory.

T. H. Newman, member of the firm of Caverhill, Learmont & Co., Montreal, who has been down with pneumonia, appeared at the office this week, receiving the congratulations of the staff at his recovery.

The Corrugated Steel Pipe Co., of Sandusky, Mich., have established plants at St. John's, Que., and Stratford, Ont., to manufacture steel culvert pipe, from 8-inch to 7-feet. The Canadian name of the company is the Dominion Corrugated Steel Pipe Co.

The annual meeting of Lewis Bros. Hockey Club was held on Saturday, and the following officers were elected for the coming season: President, C. F. Smallpiece; vice-president, C. J. Walker; secretary-treasurer, O. D. Ellis; manager, E. B. Ryan; captain, T. Le Blanc. The club has entered a strong team in the Wholesale Hardware League, of Montreal.

Ontario.

J. G. Lewis, of Lewis Bros., Montreal, spent a couple of days in Toronto on business this week.

M. F. Ainslee, Drumbo, father of S. F. Ainslee, buyer for Rice, Lewis & Son, Toronto, died last week.

Jack Woodward, hardwareman at Cannington, was married on Wednesday morning last to Miss Ethel Halward.

George H. Pedlar, junior, of the Pedlar People, metal roofing manufacturers, Oshawa, died in a Toronto hospital ten days ago.

Findlay Brothers, manufacturers of stoves and ranges at Carleton Place, have reduced their employees' salary 10 per cent.

Mr. Hayden, of 121 Maitland St., Toronto, formerly with Rice Lewis & Son, that city, has returned to his home from Calgary.

The Brantford Collegiate Institute board has recommended that the Expanded Metal Co.'s tender for fenestra sash at $410 be accepted.

The Wood-Vallance Co., Hamilton, is substituting gas for electricity in its warehouse, owing to a dispute with the Cataract Power Co.

J. H. Richards, hardware, merchant, Frankford, has sold his hardware business to the Foster-Latta Hardware Co., and intends removing to Havelock.

The Ontario Brass Rolling Mills, New Toronto, are again in operation, the plant having been thoroughly overhauled by the new proprietors. Brass rods and sheets will be produced.

On November 9, Jas. Brennan, foreman of the Plow Department of The Percival Plow and Stove Co., Merrickville, completed 50 years active service for the firm. Starting in with Magee & Pearson and continuing on with them until they sold out to The Percival Plow Co., Mr. Brennan has worked continuously, and has hardly ever lost a day.

Western Canada.

Joseph Mielhauson, hardwareman, at Govan, Sask., is succeeded in business by Dickie & Anger.

Maritime.

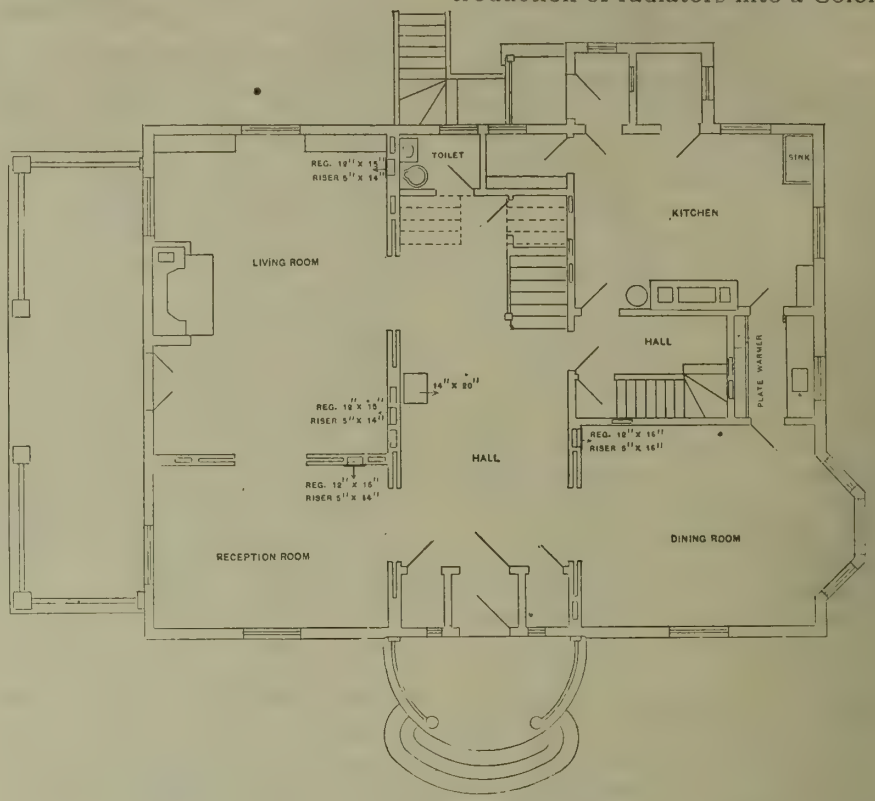
Fred D. Corbett, a prominent and wealthy citizen of Halifax, and at one time in the employ of Albro, Son & Co., hardwaremen, died at that place last week.

Wiliam McArthur, Sussex, N.B., who has represented the S. Hayward & Son hardware house, St. John, on the road, has decided to sever his connection with the concern and locate in Vancouver, where he has been offered a good position. Mr. McArthur will leave for the west the first of the year. He is one of the best known and most competent hardwaremen on the road in the maritime provinces.

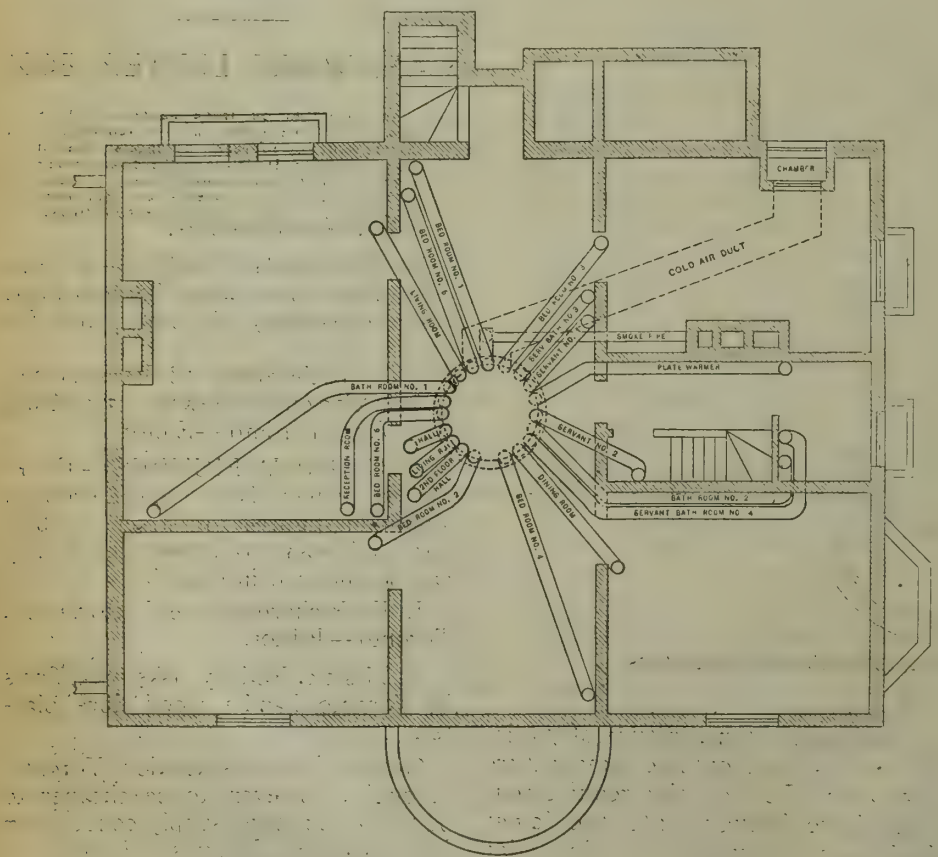
Furnace Heating in a High Class Residence

P. H. M'Carthy, of the Federal Furnace League gives an Example of the Warm Air Furnace in a House of Architectural Excellence — Utilizing the Warm Air as a Plate Warmer.

The interest in attractive homes was never greater than at the present time. This interest is promoted by the reproduction of photographs of high class residences in the leading home magazines. Besides the descriptions of these residences, interesting articles are written on the exterior and interior arrangements and the interior decorations and the like. At this season of the year the question uppermost in the minds of all is a means for comfortably warming these homes. As an apparatus which distributes its heat through the various rooms from one central source has to be installed, it is a vital question to decide which method will furnish the maximum service for a minimum cost. With the artificial heat furnished, a means of obtaining ventilation must be considered, as during the cold weather when one-half or more of one's time is spent indoors with doors and windows closed, the kind of air we breathe chiefly determines the state of our health. When a residence is planned in accordance with some historical style or period, the architect is usually required to so design his rooms or apartments that they can be arranged and decorated harmoniously with that time. The introduction of radiators into a Colonial period design is not only inconsistent but mars the effect of the decorative scheme intended.



First Floor Plan, Showing Location of Registers.



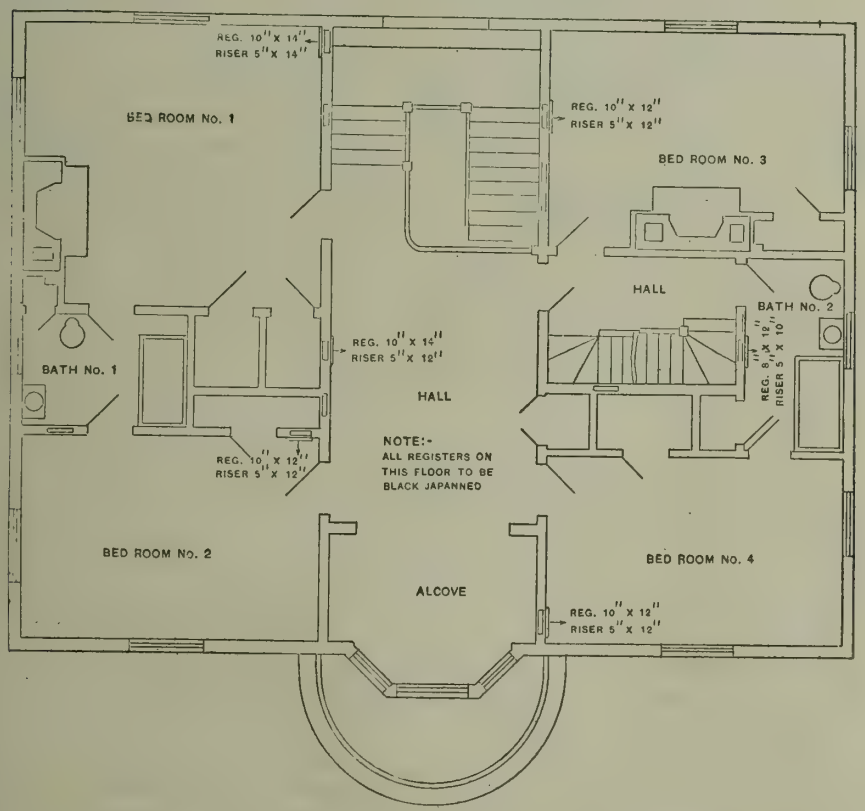
Basement Plan, Showing Pipe Arrangement.

What a heating contractor or reputation can accomplish in a case of this description is best shown in the accompanying plan of a warm air furnace system of heating, which has been installed in a residence built on old Colonial lines. When the plans were being arranged the owner and architect called in the heating contractor to lay out a system of heating that would be in accordance with the conditions. The objections to direct steam or hot water circulation were directed against the radiators from an artistic standpoint, and the attendant noises of various kinds in the pipes and radiators and the tendency to overheating in mild weather. In submitting his estimate the heating contractor furnished complete plans and specifications.

The house is a fine example of its type of architecture. It is built of wood and the first floor has a spacious hall with a large reception and living room on one side with an attractive dining room on the other,

all of which have large sliding doors, so it is possible to put them into immediate communication or to isolate them as desired. In the rear is located a large kitchen and a good sized pantry. From the main hall the staircase ascends to a landing, and from there to the second floor hall, in front of which is a large alcove with three large windows. At the landing and extending to within a foot of the ceiling of the upper hall is a large decorated window. These large glass exposures had to be considered seriously with regard to the best heat supply for the main hall. On the second floor are four large chambers and two baths. The upper story is divided into the servants' room and bath, with three extra chambers and a storeroom.

The house faces the east and the cold air inlet is located in the northwest corner, with a free, unobstructed opening. This inlet opens into the cold air room, with a hinged window which can be regulated from the cellar. On the inside wall of the cold air room is another window, so that in extremely cold weather the air can be taken from the inside

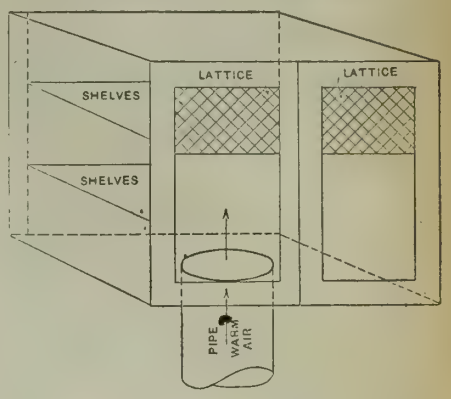


Second Floor Plan, Showing Location of Registers.

if desired. The cold air duct is underground, built of brick, clean and tight, and leads into the cold air pit underneath the furnace directly from the rear. The furnace is located in the centre of the building and under the main hall. The smoke pipe is carried to a separate chimney flue, which is located on the sheltered side of the stack.

To select a furnace of such size that it would have ample reserve power to heat the building in the coldest weather, especially when it was found that 19 separate pipes were required, was a problem. Finally a No. 830 calorific furnace, which has about 55 sq. ft. of heating surface to 1 sq. ft. of grate was installed. It will be noted on the cellar plan that the heating contractors accomplished the placing of the pipes, and have also been able to do so without the necessity of carrying any one pipe across the top of the furnace. All pipes are aligned and brought directly to the risers.

Good results from a heating system in most cases are judged by the warmth of the hall, living, dining room and bathrooms. With this view in mind the heating contractors had first to consider the main hall, with its landing, the upper hall and the alcove, which space would require a large volume of warm air to maintain a temperature of 70 degrees when the outside temperature was zero. To meet this requirement they have brought into the lower hall from the furnace a 14-in. cellar pipe, 3 ft. 6 in. in length, into a floor register 14 x 20 in., and for the second hall a 10-in. pipe to a 5 x 12 in. riser into a 10 x 14 in. wall register. The accompanying table gives the pipe and register sizes in detail.



The Plate Warmer.

An innovation is an 8-in. pipe to a plate warmer in the pantry, with a lattice opening in the upper part of the door to allow the warm air to pass out and into the pantry.

The registers for the above rooms are made from special designs in bronze to harmonize with the interior design, which, although simple, is very rich when surrounded by woodwork of a high finish. The registers for the second and upper floors, although finished in black japan, are all from special designs.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

DOOR NAME PLATES—D. Sinclair, Paris, asks what Toronto firms make a specialty of name plates for doors.

J. E. Richardson, 18 Victoria St., and Patterson & Heward, 319 King St. West, Toronto.—Editor.

ALUMINUM FIGURES—C. P. Moore, Sydney, N.S., require stamped aluminum figures for street numbering, and want to know where they can be obtained in Canada.

J. E. Richardson, 18 Victoria St., Toronto.—Editor.

D. Mistele, Rodney, asks what firms in Toronto handle wood fibre plaster.

Ontario Lime Association, Toronto. It ought, however, to be cheaper to buy from builders' supply concerns in London or St. Thomas.—Editor.

HARDWARE AND METAL

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PLANING FOR CHRISTMAS

Very soon the retail merchants will be up to their head and ears in the Christmas holiday trade.

While the financial condition of the country is a factor in determining the retailer's success, it is after all largely determined by the efforts the the retail merchant puts forth himself.

By exercising intelligence and forethought he can precent a great deal of regrettable "hindthought" after the holiday trade is over and a small business crop has been reaped.

Everything from a needle to a "Dreadnought" is the result of forethought, having had an existence in the mind of someone before it was created.

The same thing is equally true of business affairs. The man who does not plan and work things out in his mind, cannot create a successful business any more than it is possible for dead matter to create life.

The time is most opportune for the retailer to give some thought to the holiday trade, in other words, to map out a plan of campaign. Windows must be dressed, the public advised, and a score or more of other things to be provided for. All this requires forethought.

As a preliminary a conference might be held with the clerks, the drivers and others, whose advice might be valuable. They should be notified a day or two before hand so that all concerned may come prepared with ideas.

Staff conferences create enthusiasm, as well as business-getting ideas.

PAINT MAY ADVANCE.

The recent high prices of linseed oil and turpentine has given considerable strength to the paint market in Canada and there has been considerable talk of higher prices in both white lead and mixed paints. The strengthening tone of the lead market seems likely to bring the white lead makers together before long and the result will likely be firmer prices for the spring trade.

The largest United States paint manufacturers at a meeting held at Chicago on November 17, after fully reviewing the situation, were unanimous in the opinion that the high price of linseed oil and the stronger position of lead and other paint constituents made necessary an advence in price. Some, in fact, favored an increase of fifteen cents per gallon, but the decision reached was that at present the change would only be ten cents per gallon, with another increase later if necessary.

Linseed oil is strong in all parts of the world and no weakening is looked for before another crop is harvested. With lead advancing there seems, therefore, to be every likelihood of Canadian paint manufacturers following the advance made across the line.

BAD LEGISLATION.

Business men are just becoming aware that certain clauses are being introduced into the Insurance Bill now before the Senate, whereby every business in Canada will be seriously affected sooner or later.

The instigators of the clauses referred to are chiefly the members of the Canadian Fire Underwriters' Association. This is an organization composed of companies controlling nearly nine-tenths of the business reported to the Insurance department at Ottawa. By their vast organization, consisting of managers, directors and agents throughout the country, this association can move quickly and effectively, as will be appreciated by those familiar with the progress of the bill at the last session of parliament.

At the last session of parliament, the interests of the public were but hurriedly represented at the last moment, and but for the protest at the last moment, it is possible that the Bill might have become law. It passed the Commons, imposing a tax of 15 p.c. on the premiums paid to any insurance company which was not domiciled in Canada.

The intention of this tax was to force the owner of property to offer his business first of all to the local companies. Further restrictive clauses incorporated in the bill as passed by the Commons, placed the business man in the position of having to offer his business to the local companies first, and after refusal by them, to have to write to the superintendent of insurance for permission to try elsewhere.

The Insurance Bill was originally drawn up to protect the public against insurance companies, and those who have already experienced the effect of the virtual combine in the insurance business, will look askance at any legislation which will build up and strengthen so strong an organization. Many associations, including the Canadian Manufacturers' Association, and meetings of commercial and financial interests, have already passed strong resolutions, and have taken active measures to resist the Bill. The Montreal Produce Merchants' Association have passed a strong resolution against the proposed changes and are urging the dairy interests to take a similar stand.

Retail merchants throughout Canada should look after their own interests in this matter and drop a card of protest to their representative in the House of Commons.

CANADIAN CHROME IRON ORES.

The annual report of the Department of Mines, Ottawa, for the calendar years 1907 and 1908, gives some interesting statistics regarding the output of chromite in Canada. Chrome iron ore is used chiefly for the manufacture of ferro chrome alloys and salts for pigments, as well as far linings in steel and copper furnaces.

Ferro-chrome is produced at Buckingham, Que, by the Electric Reduction Co., and shipments of the ores have been made to the Sydney and Soo steel plants, but their chief markets is in the United States. The ore ranges in value from $17 to $20 a ton for 50 per cent. ore. Chromite is mined in the Eastern Townships of Quebec. In 1907, 7,196 tons were mined, valued at $72,000. In 1908 a little more was mined.

The world's production of chromite in 1907 was about 90,000 metric tons.

SPLENDID PROSPECTS FOR IRON AND STEEL TRADE

Despite the lull in business that most industries experience around this time of the year, there appears to be no falling off in iron an dsteel trading either in Canada or in the States. New buying, it is true, has slackened its pace, but the rate of specifying on old contracts continues unchecked, and very few furnaces or mills are out looking for business, while the majority are comfortably booked up many months ahead—some in the States even so far as June and July. For instance, so great has been the strain on the steel plants both of the Dominion Iron and Steel and Nova Scotia Steel companies that for some months they have been out of the open market so far as pig iron is concerned, all their iron going into their own mills. When reports of expansion at this foundry and at that, of fresh furnaces in blast, of new mills being erected, are heard on all sides, as they are now, then little further confirmation is needed as to the progress going on.

Although it is generally known that the month of October was a record one in pig iron production, we doubt whether many are aware what this production really amounted to. It is estimated that the output in the United States during this month was at the rate of 31,000,000 tons annually, whereas the highest yearly production up to then had been 25,781,361 tons in 1907. Whether this rate is maintained or not depends largely upon the general swing of business, and the maintenance of prices at a fair working basis. One thing is certain, there need be no fear of a pig iron famine, for the States have the capacity to produce a much larger quantity. All this production demonstrates how effectively price-cutting and the output restriction started the iron and steel industry on the road to recovery. If the copper interests had only done the same thing there would be a very different complexion on that market at the present day.

Premiums for Prompt Delivery.

For months now, iron and steel producers have been overloaded with business. In bars, plates and shapes, sheets and tin plate, pipe and wire the same story is told—the output is mortgaged for weeks ahead. In fact, so congested has become delivery that in some cases consumers are paying premiums for immediate delivery of material. One case is reported of a structural concern having to pay $5 a ton above the current market quotations to have its material on hand before the close of the year.

A very significant sign, too, is that railroad car and locomotive builders have been notified by the steel producers that the latter would no longer sign contracts for future delivery at present prices, and that a new schedule of prices would shortly be put into effect. It is figured that existing contracts will carry most of the car and engine builders over the year, so that it will be possible to finish outstanding orders on the present basis.

It is evident, therefore, that prices will continue to have an advancing tendency until the reaction that always follows a development of this abnormal kind occurs. That may be in the far or near future, or may even be developing now. But until it does come there will be no loosening of the situation. Great strength is given to the market by the fact that stocks are so light even with the heavy specification going on. Of course, there is a large tonnage of material in transit between the steel mills and the consumer, but that is not stock in a speculative sense. No merchant can be considered overloaded or if he is, he has been very lucky, considering how hard it has been to get delivery. In this respect, therefore, the iron and steel industry is in a very strong position.

Furnaces out of Market.

It cannot be said that the situation is much different in Canada. Furnaces, especially as the Dominion Iron and Steel, and the Nova Scotia, have been out of the open market, have more orders on their books than they can comfortably deal with, while the steel plants generally, if not admitting such heavy contracts as reported across the border, are booked well ahead. There has been no diminution in railroad buying, and both shops of the C. P. R. and Grand Trunk are well filled, while good orders have been placed outside.

A general inquiry of structural steel concerns shows that trading conditions are exceedingly good, some companies having so much work on hand that they refuse to tender on new contracts. In Toronto this is specially noticeable. Never before in the history of that city have there been so many huge steel structures erected at one time, as in the case at present. Ottawa and Winnipeg report the erection of warehouses for the storing of structural steel for new building by the Dominion Bridge Co., and the Manitoba Iron Works. And at the pace being set by Vancouver and Victoria the building world at the coast must be a busy one. In the east St. John is striking out in the erection of a great number of residences, business blocks and large industrial plants. Montreal, too, is keeping up its record. So the story goes on in every section of the Dominion.

Expansion in Canada.

In Canada, too, a proportionate expansion of the iron and steel industries is under way. The Lake Superior Corporation intend to spend $5,000,000 on the Soo plant; the Hamilton Steel Works, $1,000,000; the National Iron Works, Toronto, are rushing construction on their new steel plant; the Dominion Iron & Steel Co. will spend $2,500,000; the Western Steel Corporation is to put a $3,000,000 plant in B. C.; the Nova Scotia and Ontario Iron & Steel companies intend adding greatly to their plants, and the new Electro-Steel, if reliance can be placed on reports, is to spend some millions this winter on a new plant at Welland. Many large industries using the product of these concerns are springing up all over the country, and existing works are enlarging their plants.

Future Outlook Bright.

All this means there must be some reason for this expansion, and the reason is that the demand for iron and steel in Canada, just now, is at the high water mark. As showing the activity among Canadian iron workers, it is but necessary to recall the shipment of rails to Australia from Sydney, C.B., an order that was booked in competition; and just about a month ago a large consignment of steel rails from Canada was laid down at Grimsby, England, with hardly a newspaper comment on the event.

The iron and steel trade in Canada is humming now, and the prospects for 1910 are even brighter.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Tin.—Advanced ½c to 1c.
Copper.—¼ to ½c advance.
Lead.—Up 10c on 100 lbs.
Spelter.—Now $6.
Antimony.—¼c advance.
Green Wire Cloth.—Cut of 5c.
Agricultural Wrenches. — Now 67½.

Toronto.

Turpentine.—3c decline.
Brass Rods.—Declined 2c a pound.
Old Copper.—Up ½c a pound.

MONTREAL.

November 26.—As we anticipated last week, tin and copper have advanced, owing to the continuance of the strong movements in the primary markets, and local jobbing prices of the former metal are now at 33c to 33½c, and of the latter 14¼c to 14½c, with the likelihood of further advances. Considering the prices obtaining in London and St. Louis, spelter has been somewhat on the low side, but prices this week have been marked up 25c, while lead, in sympathy with the stronger feeling all the way round and a better tone in London, has advanced 10c. Antimony, likewise, is firmer, and has been raised ¼c. All the metals, therefore, are showing a stronger tone, and with trade active, a very bright feeling is observable all the way round.

The advances in price have naturally brought in a lot of inquiries, and much more interest is being taken in the markets. There is a fear now, especially in copper, that buyers will be squeezed, and some large orders have come in from those who wish to stock up in anticipation of much higher prices. With the close of navigation general trade will fall off, but, as we said, if the strength of the market continues there will be plenty of speculative buying.

Negotiations as to the big copper merger, which are responsible for the advance in copper, seem to be going forward successfully, and there is a stronger belief now that the project will go through. Consumers are keen buyers in New York, and, naturally, in view of this anxiety to stock, producers are declining to book orders beyond January and February. Somewhat of a change from a month or so ago. The advance in the price of tin plates in the United States, and the good buying on American account, caused the tin market in London to respond, and plenty of speculative buying occurred. It does not take much to cause the London tin market to rise or fall. The spelter situation is unchanged, with the metal under strong control, both London and St. Louis. There has been more antimony buying on the primary markets, induced probably by the better feeling in the other metals.

PIG IRON—With the close of navigation the import pig iron market has quieted down, the larger users having received their consignments, and are well stocked for the time being. There is a belief, however, that users have by no means booked liberally enough ahead, and that there will be a heavy demand on store iron eventually. Canadian furnaces are busy on old orders at figures that have prevailed for some weeks. New business in the States has naturally fallen off, but specifications on old contracts continue to pour in. The mills are committed months ahead, and naturally they are very careful in taking new orders. While steel prices keep firm, the pig iron market is less rigid, and some cases of cutting are reported, which is always a feature of the markets at this time of the year.

TIN—As we anticipated, the jobbing price of tin has advanced ½c to 1c, and we now quote 33c to 33½c. Buying has been good, and the slackening off always occurring at the close of navigation has been offset by the more speculative buying induced by the advance in prices. Inquiries are good, and plenty of business seems maturing. The better feeling in copper, and the large buying on American account, owing to the advance in tin plates, made the London market bullish.

COPPER — With the increasing firmness in New York, local jobbing prices have advanced ¼c to ½c, and we now quote 14¼c to 14½c. Buying has been very good, induced by the growing strength of the market. Users who have been purchasing from hand to mouth are feeling a little scared, and are watching the market very carefully, for fear it may run away with them. The billion-dollar merger proposition in the States seems to be going on successfully, judging from the way the market is advancing. Consumers in New York are buying heavily, and producers are not contracting beyond January and February. Still all the same the great stocks that are held must not be overlooked. When the price is right there will be plenty of unloading.

SPELTER—Despite the high prices obtaining for some months in spelter in the primary markets, local quotations have been unaltered, but the maintenance of the strong figures in London and New York has at last caused a change and a 25c advance is noticed, bringing up the figure to $6. Sheet zinc is unchanged, but sheet zinc does not follow the spelter market closely.

LEAD—With the better feeling noticeable in the other markets, and an improvement in English conditions, imported lead has been advanced 10c, and we now quote $3.70, with Trail at $3.60. Buying is fair, but it will probably slacken off a little with the close of navigation.

SCRAP—There is now more scrap on the market, but cast scrap is still scarce. We continue to quote: Heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass, 10c; heavy yellow brass, 8c; light brass, 6¼c; tea lead, 2¼c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, 12c; machinery cast, malleable, $9; miscellaneous steel, $7.

TORONTO.

November 26.—Copper is again the principal topic of conversation this week. Like the very many advances the red metal had taken in the past, the recent move proved to be a purely speculative one. The talk of "copper merger" in the U.S. gave the occasion for stock manipulators to work for easy money, and now the judicial decision rendered in the Standard Oil case has frightened the stock jobbers, with the consequence that the advanced copper quotations of last week have taken a tumble, this tumble amounting to over £2 a ton in London. It has made the local market easy, too, though the situation is not serious here.

Iron and steel lines have resumed the even tenor of their way, now that the Steel-Coal merger has moved on to make room for the next act. Business is splendid in nearly all manufactured lines, and the returns for the year 1909 will prove surprising, even to the most sanguine prophets of the earlier part of the season.

PIG IRON — Continued activity prevails, present buying being principally for the first half of 1910. The market shows great strength at the ruling prices. Canadian foundry pig iron, No. 2, is $22; and imported lines are $21 for Clarence and Middlesboro, No. 3; $21.75 for Cleve-

land, No. 1; and $23 for No. 2 Summerlee. All prices f.o.b. Toronto.

COPPER—Speculative copper declined rapidly this week, but producers' figures are unchanged. The big copper merger across the line is still talked of, but not so interestingly as a week ago. Many users of copper, and dealers, too, for that matter, think the red meatl at 14c should prove remunerative to all concerned, seeing that much of it can be produced and placed on the market for less than 9c. All are agreed that a steady market at a fair price is the best thing for this metal. Local quotations are 14c and 14½c for casting and lake ingots. Copper rods show a decline of 2c a pound.

SPELTER—Firm and active is spelter. Foreign spelter remains at $6 per hundred-pound lots, with sheets ranging from $6.75 to $7. U. S. spelter runs from $8 to $8.50.

SHEETS AND PLATES—Deliveries of both sheets and plates are becoming increasingly difficult to obtain, and stocks are really low. Prices are firmer, though unchanged, and speculation is indulged in as to the quotations for 1910. Demand is as heavy as ever, and the prospect is for higher prices.

LEAD—Fairly large supplies are being carried. City business is none too heavy, and the country trade is but slightly better. Small quantities of imported lead are at $3.65, with Trail 10c below this figure. The situation is wholly unchanged from a week ago.

TIN—The market for tin is hardly as strong as last week. Tin is weaker in outside points, but active locally. The quotation of 32½c is unchanged from a week ago. A better price might be obtained for quantities.

OLD MATERIALS—Old copper and brass show strength and dealers are offering slightly higher prices for some lines. Old iron and steel, too, are firmer. Dealers are offering this week for heavy copper wire, 12c; for copper bottoms, 11c; heavy red brass, 10½c; heavy yellow brass, 8½c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubber, 9c.

Granby's seven copper furnaces at Phoenix, B.C., smelted 26,702 tons during the first week in November, showing an increase of nearly a thousand tons over that of the previous week. The tonnage treated represents approximately 550 tons of ore treated by each furnace every 24 hours during the seven days.

HARDWARE MARKETS

MONTREAL.

November 26. — Two important changes are announced in the markets this week. Green wire cloth, owing principally to American competition, is marked down 5c, and is now quoted at $1.65. Agricultural wrenches are now quoted at 67½ off instead of 70. This is due to the higher prices obtaining in the States. Apart from these changes the markets are very little different from last week. Booking has occurred in green wire cloth and screen doors, but most of the business is being done in generally asorted orders, of a holiday character. Cutlery, and silver ware are moving well, also good repeat orders are coming in for skates, hockey sticks, snowshoes, toboggans, sleds, and lines of brass goods suitable for presents.

Business generally, is much better than last year, and is, in fact, distinctly above the average, and jobbers are very satisfied.

Prices for belting and rubber hose will probably be higher next spring, and copper goods are also showing firmer strength. Bolts and nuts continue extremely firm, while there are signs of a shortage in nails. This we anticipated some time back.

There is a heavier holiday-goods movement than has been noticed in former years, and it certainly seems as if merchants intended making a strong onslaught on the trade to be obtained around Christmas.

BUILDERS' HARDWARE—The open weather that has been experienced up to the last few days, enabled considerable progress to be made with building, with the result that the most commonly used lines are in good demand. It is probable that building will be pushed on right through the winter. No changes are announced, and we quote: Lock sets (inside), $4 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES—Booking has taken place in green wire cloth, now at $1.65, and in screen doors, but otherwise dealers are not looking much ahead. They would be well advised, however, to watch the markets. Rubber hose, belting and copper lines are evidently billed for an advance. Sleigh heaters are in good demand, and so are sleigh bells, horse blankets, weather strip and burners, all in a sorting way. Enamelware is moving well, and tinware has received a flurry lately, evidently in anticipation of a good holiday demand. House cleaning goods are also in strong demand, at unchanged prices.

CUTLERY AND SILVERWARE.—Christmas lines form the predominent part of the goods now moving. Carvers in cases, table cutlery, berry spoons, pickle frames, and cut glass, are all in strong request. Purely holiday trade is more noticeable this year than in former ones. Razors, shaving sets, manicure sets, scissors in cases, are also prominent sellers.

SPORTING GOODS. — Skates, hockey sticks, snowshoes, and toboggans are the principal movers in this department. Not for many years have jobbers experienced such a call in skates. Guns and ammunition are moving quietly. Air guns and gymnastic lines are in good demand.

MINERS' SUPPLIES.—The demand is very quiet, and without character. No changes are announced, and we quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8.

BOLTS AND NUTS.—Very firm conditions are obtaining. The demand is good, especially for this time of the year. We continue to quote: Discounts on carriage bolts ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS.—Evidences of a coming shortage appear more marked, and dealers should keep watch on the situation. The market is steady, and we quote: Wire nails, $2.25; cut nails, $2.40.

LUMBERMEN'S SUPPLIES. — The demand is very brisk, and some large orders have been received. The Maritime Provinces are buying very well. We continue to quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up.

SHOVELS. — Snow shovels are now moving very brisk, the weather

being all in favor. We continue to quote: First and second grade of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 50 and 5; 3rd and 4th, 45 and 5.

WIRE.—Wire generally is very dull, and there is little life to the market, except in fencing and plain wire. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

November 26.—Christmas orders are beginning to move in better volume, though hardly as yet up to expectations. Cutlery and silverware are the principal goods of this class going forward, and quite a lot of sleighs and winter outing goods have gone forward this week. Judging from the talk of the trade, December should see one of the biggest Christmas selling months in the history of the hardware business in this country.

Prices generally are held firm, with a tendency to higher prices on manufactured iron and steel lines, as well as tools. Wire cloth is a little easier, though unchanged in price. The heavy booking of this line is about done, which to some extent has caused the easier tendency. Rubber hose, too, is hardly so firm as last week, due to the arrival of new crop rubber from Para. While prices did not actually advance, there was a likelihood of their doing so, but this arrival of new rubber will cause the market to again be steady.

BUILDERS' HARDWARE — The few wintry days of this week have added to the scramble for various kinds of builders' hardware. New orders continue fair, though hardly of the volume of those a month ago. Lock sets in fancy patterns are the wantable lines. Those showing some relief from the severely plain have the preference. Builders' tools, especially carpenters' tools and wrenches, are still called for in fair quantities.

SEASONABLE LINES — Some agricultural goods are the best selling lines of the week. Shovels and forks and repairing kits with barrows and poultry netting seem to be favorites. Early winter goods are going some better, and a number of snow shovels went to outside points, no doubt as a result of the first snowstorm. Horse blankets and sleigh bells are having some call. A large number of general sorting orders were placed this week, the call being for shelf goods.

HEATING AND LIGHTING GOODS—The chilly weather has put more briskness into the business and demands for furnaces are again the order of the day. Stoves, too, are steady sellers. Barn and stable lanterns are probably the freest sellers among lamp goods. The lamps selling now are principally fancy ones for the holiday season.

HOUSEHOLD GOODS — An upward turn has come for housecleaning goods. Brass rods for curtain and other home decorative purposes have gone out in fair proportions, and brooms in large number. Washing machines, wringers, mops and articles of like nature are more active now than at any time since September.

SPORTING GOODS — Sleighs, hockey sticks, tobogans and skates are the lines now going. A fair quantity of indoor games, too, have gone to the larger towns, and some inquiry has been made for exercisers and gymnastic goods.

CHRISTMAS GOODS—It must be confessed that there is no rush as yet for holiday goods. Cutlery is perhaps the best line classed with these goods, and sets of fine steel have sold well. Silverware, and platedware, also, have been in fair demand for the past two weeks.

DUMPING OF TIN PLATE.

Ottawa, November 24. — British tin plate manufacturers are being hit hard by the American dumping of tin plate into Canada now that Canada has suspended the anti-dumping clause. It is said that last week Pittsburg plate makers secured the biggest order for many years, 80,000 boxes of a value of about $320,000 from the Simcoe Canneries Company, at a price of 10 cents a box below the British price.

It is alleged that dumping is proved by the fact that the price at Pittsburg was more than 50 cents above the British price delivered at Simcoe.

SOME JOBBING CHANGES.

J. A. Fraser, recently salesman in Western Ontario for Frothingham & Workman, Montreal, is now traveling for the Alexander Hardware Co., Hamilton, who recently entered the wholesale field.

The Purdom Hardware Co., London, have established wholesale premises in a new building erected by C. S. Hyman, on Richmond Street, adjoining the C.P.R. tracks.

T. McAvity & Sons, St. John, N. B., will, it is understood, establish a branch brass goods and soil pipe foundry at Port Arthur.

ASSESSMENT AMENDMENTS.

Reference was recently made to the change from the personal property manner of assessment in Ontario to the business assessment method. At the same time it was pointed out that a special committee was appointed by the Ontario legislature to consider objections to the Assessment Act, and report back to the legislature.

This special committee met on Tuesday of this week, and heard numerous proposals for changes, but no objections were forthcoming from retail grocers, and with the exception of coal men, few were aired by retail merchants.

All grocers, hardware merchants, plumbers, and dry goods merchants under the business assessment are assessed at 25 per cent. of the value of the premises occupied where the population of the municipality is over 50,000; 30 per cent. where it is over 10,000, and 35 per cent. if under 10,000. The business tax of wholesalers is 75 per cent., and manufacturers 60 per cent. Coal merchants are rated at 50 per cent. except in cities of over 100,000 population, where it is 30 per cent.

So far as the retail merchants are concerned, generally, the act is working better than its predecessor and the merchants oppose the proposal to return to the system of taxing on stock. Some amendments will likely be made at the next session of the legislature in cases where objections are reasonable enough to demand them.

J. McDougall (Caledonian Iron Works) Company, Montreal, are suing the City of Montreal for $10,000 bonus in connection with the passing of the turbine pump erected by the company.

Business Methods of Canadian Hardwaremen

Guelph Merchants May Establish Joint Delivery System—St. John Merchants Find Phonographs Profitable Side-line—Encouraging Early Buying of Christmas Goods—Billboard or Newspaper Advertising —Brantford Merchants Make a Point of Not Substituting Goods for Others Not in Stock.

CO-OPERATIVE DELIVERY SYSTEM.

Guelph, Nov. 24.—A plea for a united delivery system among the merchants of Guelph was one of the features at the annual banquet of the Retail Merchants' Association held here on Nov. 10th. It was made by Ald. J. A. McCrea, grocer, and has since been favorably commented upon. He believed that a great deal could be saved to merchants and customers alike, if the merchants would band together for a united delivery system, as they had done in the case of their official collector system. He believed that if the merchants had all their delivery work done together they could cut off a great deal of expenditure in this respect that was really quite unnecessary. For instance, there could be a collection made early in the morning from all the stores, and the parcels hurried down to a distributing place, where they could be sorted out and sent out on the various routes. Four deliveries a day might in this way be sent out to all parts of the city, and so there would be no overlapping of two or three delivery wagons going to the outskirts of the city with little parcels that could all go at once. The idea met with the hearty approval of all, and Mr. McCrea was warmly applauded.

Value of Collection System.

The work of the Guelph Association, now famous for its originality and success in establishing a general collection system, was dealt with in a paper by H. Occomore, stove dealer. He reviewed the work since its organization, and in an interesting manner made some reference to the benefits that had been derived by the merchants, who had been wide awake enough to become members. The collector scheme was one of the phases of the work that he touched upon. He told how the bad accounts had been hustled in by the official collector in a manner that had gladdened the hearts of every member of the association, and had convinced them all of the truth of the old proverb, that in unity is strength. He claimed that the members had not yet more than begun to realize the benefits of organization and system as an association, and predicted that in a few years things which now seemed to them to be vague possibilities would be realized as great benefits just as the collector scheme had been. The collector scheme, he pointed out, though only organized in Guelph a couple of years ago, had been successfully adopted by a number of other cities and towns all over the province.

PHONOGRAPHS AS SIDE LINE.

St. John, Nov. 24.—The McLean, Holt Co. is showing a very attractive window display this week. A large range nicely fitted up, occupies the centre, and is flanked on either side with a heater. The range is fitted with stove pipe, base, etc., and a nickeled tea kettle, and several sauce pans are placed on top, just as they would appear in a kitchen. Everything needful in the way of stove fittings and accessories is shown on the floor in the foreground, and the display should result in an increased sale of various lines.

W. H. Thorne & Co., are showing in one of their windows a line of phonographs, for which they have the exclusive agency in St. John. It has proved a very profitable side line, and is handled in connection with the sporting and athletic goods department. W.E.H.

BRING OUT CHRISTMAS BUSINESS.

Chatham, Nov. 23.—"There has been a marked improvement during the last few years with regard to one phase at least, of the Christmas trade," remarked a hardwareman this afternoon. "That is, early buying. People are getting into the way of purchasing their Christmas stuff earlier in the season than what they used to; and I can tell you, it is somewhat of a relief to us to have the buying spread over a longer space of time, instead of being crowded practically into the last week or ten days. A great deal of credit is due the newspapers, which have helped to boom "early buying," and thereby have benefited a host of willing, but weary workers.

"I really think," the speaker added, frankly, "that the merchants could do a great deal more than they have been doing to educate the public in this matter by buying early. For it is all a matter of education—and it is certainly worth while, from the merchant's point of view, to start the season a week earlier, if there is any way to accomplish it. For one thing, he needs less expensive, because unskilled, help upon his selling staff; and very often the man who buys early thinks of something else and later comes back and buys more. Then, in the rush of the Christmas season, I have seen dozens of customers go into stores, and wait awhile and go out again without purchasing. There's no way for the merchant to help it, sometimes. And other purchasers have been so rushed that they haven't had the time to make a decent selection, and as a result don't buy all that they should.

"Quite a bit of good has been done by the practice of advertising that orders would be taken for goods to be delivered later. The jewelers and stationers do more of that kind of thing than the hardwaremen, but the hardwaremen could handle their Christmas stuff in just the same fashion. 'We will hold any article for you,' is a very good display card to have in one's window at the start of the Christmas season.

"But the merchant can do a great deal more than that. His most effective means of encouraging early Christmas buying is to start his Christmas selling campaign earlier. From long experience of advertising I have discovered that, where seasonable stuff is concerned, a merchant has very often to run several consecutive insertions of the advertisement before the big demand starts. It takes more than one newspaper talk to bring the buying crowd in your direction. Quite a few merchants use double space for say ten days before Christmas; when, if they started 'talking Christmas' in their single space a couple of weeks before that they would produce far better results.

"That's the first point—start your

Christmas advertising earlier. The second is to start your Christmas window display when you start your Christmas advertising. Now, lots of merchants reserve all their ingenuity for a masterpiece of Christmas window display, which is usually unfolded for the first time the Saturday night before Christmas. That's all right enough, but they should start 'talking Christmas' through the medium of less elaborate displays a good spell before that. Use lots of show cards touching on Christmas topics and suggesting Christmas purchases. That will help bring out the trade.

"Then, another point, try circularizing your regular patrons a good while ahead. A nice, imitation typewritten letter on the subject of Christmas buying will set them thinking. Tell them the advantages of buying early. Better chance to make a selection, larger stock of goods to pick from than when the store has been cleaned out by the Christmas rush, more time in which to make the selection, fewer waits, less wasted time hanging about the store. If you put yourself in your customer's place, you'll have little enough difficulty in bringing forward a lot of strong arguments. And, to cap the climax, offer to hold any purchase for subsequent delivery, if desired. If you don't go about the circular letter business like a bull, you'll bring good results in the way of stimulating early buying, and give a far better service to your regular customers.

"I've often heard it said that people will put off their buying till the very last, and that there's no help for it. I used to think that myself. Nevertheless, I've been trying to bring them out earlier and though the results aren't everything I could desire, nevertheless, they show that the public can be induced to buy earlier in the season if you only go the right way about it.

"When a single merchant tackles the proposition, it's slow work, though, as I've said, I have certainly brought the results. But if all the merchants in a town or city, or even all the merchants in a single line of trade, would get together and boom early buying, we would certainly see big results."

W.E.P.

REFUSES TO SUBSTITUTE.

Brantford, Nov. 21.—"We do not substitute." This is a motto displayed prominently in Watt & Squire's store, and which is drummed into the ears of their staff as soon as the salesman goes down on the pay list. "We advertise heavily, and we cannot afford to have a customer come into the store and have a substitute offered for an article which he has been enquiring for, as it turns away a steady customer or a prospective steady customer when he cannot get the article he wants," said Mr. Squire. "We impress strongly upon our customers' minds that if any hardware article they may want is not in stock, we will get it for them, and with the least possible delay. This course is especially pursued in the sale of goods with a nationally-advertised reputation, but with some articles, of course, a different policy may be followed. For instance, where a hockey stick is wanted, by showing the superiority of our sticks over other sticks, sales result, and with a satisfied customer to begin with it is no difficult matter to hold his trade."

A. W.

BILLBOARDS OR NEWSPAPERS.

Ottawa, Nov. 24.—What would you think about a man who when solicited for advertising would tell you that he did not require it? That some years ago he used the papers but could not see any results, and that his trade was confined to his own locality, and then a while afterwards you noticed bills posted all over the city calling attention to the class of goods sold by this self same man? If the papers were not a profitable means of publicity, for his business, surely his expectations from billboards cannot reach unscaled heights.

If billboard, and programme appropriations were apportioned to the daily newspaper for spaces to be filled with matter judiciously compiled, the coffers of the hardware merchant would be enriched to greater extent than by means of these secondary channels.

Of course, it will not do to contract for a five-inch space and write one ad., then let it run for time indefinite. Just as well have no advertisement as follow this course. If you have not the time to write your advertising matter, and none of your clerks possess the requisite talent, engage the services of one who makes it his whole or part profession to prepare advertising matter. The results will justify the expenditure.

Think it over, Mr. Merchant! The holiday season is approaching and shoppers will be scanning the announcements of your competitors, instead of heeding your reserved method of trade. Get after the business, with plainly, but emphatically-worded and appropriately illustrated announcements! You'll receive the patronage. But keep at it.

G. M. H.

GET AFTER HOCKEY TRADE.

Brantford, Nov. 23.—There promises to be a big revival in hockey, both professional and amateur, in Ontario this year, and it behooves hardware dealers to "be up and doing." In this city there will be a professional team, and in all probability a junior O.H.A. team. Besides, these, there will probably be a city league, senior, and a city league, junior. A sporting goods clerk who followed hockey at all could do some good work just here by getting in touch with the secretaries of the various clubs and getting a contract for all the club's sweaters, boots, hockey sticks, guards, pads, and so-forth. Up to the present no organized effort has been made by local hardware dealers to cater to the sporting community, except in the way of rifles, the rest being limited to the stationery stores. An active, wide-awake clerk would change all this.

A. W.

MERCHANT BEGINS IN TENT.

Montreal, Nov. 24.—Isaac Taylor, of Taylor & Drury, general merchants, White Horse, Yukon Territory, visited Montreal recently on business preparatory to spending a winter's holiday at his old home in Yorkshire, England. Mr. Taylor has been in business in White Horse for over ten years, and from a beginning in a small tent, has built up a trade that utilises a large store in White Horse, and several branches in the surrounding territory. He states that the mail order question, particularly in dry goods, is a serious problem for them. They endeavor to counteract this influence by keeping good stocks, and using aggressive methods of display and advertising.

The cash basis is not absolutely adhered to, as thirty-day credit is often given. Clerks receive salaries of from $150 to $175 a month, but living is very expensive, and amusements limited.

Their store is departmentized and purchases and sales of different lines kept separately. White Horse has only a population of about 250, but the transient trade and outfitting of camps make possible a large turnover.

Trade Gossip from Canada's Eastern Provinces

Possibility That Large British Cement Manufacturing Co. May Invade Canadian Field and Compete With Cement Merger—Maritime Hardware Traveler Married.

HALIFAX.

November 22.—The Halifax hardware jobbers report business in fairly good volume for the season of the year. Collections on the whole are very satisfactory. While no very large orders have come to hand recently, there is a pretty good jobbing trade passing. High prices continue in all lines. Some of the dealers are taking time by the forelock, and are purchasing certain lines of hardware ahead as they feel pretty certain that there will be no reduction in prices for some time to come. All metals are very firm at present, and the prices high. Wire nails, for delivery after the first of the year, are now quoted at $2.50 per keg. Cotton seine twine is selling at 28 cents per pound, with the usual extras for small sizes. Barb wire has advanced, and is now quoted at $2.75 to $2.85 per 100 pounds, with the market very firm. Several of the rolling mills have advanced the price from ten to fifteen cents per hundred pounds, on all kinds of steel manufactures, such as sleigh shoe, tire, toe-calk and spring. Pig lead is higher and further advances are looked for at any day. Bar iron is also up five cents per 100 pounds, and the indications are that it will go still higher during the next few weeks.

The marriage took place at Arichat to-day, of George Somers, traveler for the wholesale hardware firm of George E. Smith & Co., Halifax, and Miss Mary Martha Boudrot. The ceremony was performed at Arichat by the Rev. Father Monbourquette, in the presence of a large number of friends of the contracting couple. They were the recipients of a large number of valuable presents. After a tour of the province, they will make their home in Halifax. J.H.

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MONTREAL.

November 24.—Cement is on everyone's lips just now, and it is interesting therefore to hear the views first-hand of a prominent English cement manufacturer, who is at present sojourning in Canada. Harold H. D. Anderson, managing director, Associated Portland Cement Manufacturers, London, Eng., gave some interesting statments on cement, and its possibilities the other day, after being asked his views of the cement merger and the future prospects of the cement trade in Canada.

"It is three years since I was in Canada," said Mr. Anderson, "and the demand for cement has, I find, increased considerably. Concrete is now recognized as the best building material, owing to its safeness and fire-resisting qualities. Lumber becomes dearer every year, and engineers are only too keen to recommend a cheaper substitute, with the result that railway ties, railway sleepers, as we call them in England, telegraph and telephone poles, water and sewer pipes, and also roofs, are all made of concrete. This naturally increases the consumption per capita and the industry over here is still in its infancy. In spite of the large increase in the production in the Dominion, I am interested to know that the British cements still hold the confidence of the trade."

"What do you think of the cement merger?"

"Well, it appears to me to be very heavily capitalized, especially as they cannot expect to maintain a monopoly. When I was here three years ago the company I represented had options on some of the plants which now are combined in the merger. It is only common sense to realize that we are aware of the cost of production here. I saw at that time several suitable sites for cement making, but the slump of 1907 dampened any desires for erecting fresh works. Now that competition is restricted to a few hands a fine opportunity presents itself for a new factory with a moderate capital, controlled by those who have a knowledge of the trade."

Mr. Anderson was exceedingly conservative in his remarks, but stated that he knew of splendid locations throughout the Dominion, advantageous from the point of transportation facilities, as much as the consuming of cement, upon which he and his company had their eye. He intended to visit the Maritime Provinces and Newfoundland and would later visit other portions of the Dominion before returning to England. By many it is thought that his company will invade the Canadian field, and as they control the bulk of the British cement trade, their competition will be a serious factor to contend with.

Speaking of British trade, Mr. Anderson assured Hardware and Metal that business was not so bad in Britain as most people would try to make believe it was, as far as he knew, as he judged by the increased post office receipts, as well as the exports and imports, and there was no sign of immediate decline in these figures. He has great faith in Canada, as most British investors had at the present time, and he believed there were almost unlimited possibilities, especially in cement. C. D. C.

Interesting Trade Items Gathered in Ontario

Sheet Steel Corporation to Ask for New Duties — Brantford Gets New Factory—Condition of Trade in Various Parts of the Province.

KINGSTON.

November 23.—"A Window for the Farmers," would be a proper heading for the window at Marshall's hardware this week, which was made most attractive for farmers, in that every article displayed was for their use. It contained articles required in work around the stables, and many compliments were paid the firm for the way the articles were arranged. Mr. Marshall, who has only been in charge of the store for a short time, is one who believes that some of the best advertising can be secured out of the window dressing, and he has paid special attention to this department.

E. G. B.

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OTTAWA.

November 23.—Among the applications to Parliament at its present sitting is one by the Canada Sheet Steel Corporation, of Morrisburg, for an increase in tariff on tin plate. Last session the appeal was unsuccessful, and this session the company will ask for a duty of $3 per ton on black sheets, $4 per ton on polished sheets, and $5

per ton on galvanized sheets and galvanized Canada plates. There is also some talk that consideration may be given to anticipated changes in the iron and steel bounties, but no definite action has been planned. Changes like these will mean an almost complete revision of the tariff.

Building permits during the last couple of weeks amounted to over $120,000. This year's showing will present a marvellous lead over last year.

Everywhere one observes preparations for the holiday trade, new stocks and attractive counter, shelf, case and window displays being in evidence. With a touch of cold weather and a fall of snow business will be brighter and everybody will be happier. G. E. M. H.

BRANTFORD.

November 23.—The Brandon Shoe Co., whose factory was destroyed at Aylmer by a boiler explosion, will come to Brantford, backed by local capital. A site has been secured next to the Brantford cordage works, and a new factory will be erected as soon as possible.

Work on the new building being erected by the Union Realty Co., on Dalhousie Street, is progressing rapidly, and Watt & Squire, retail hardwaremen, hope to be occupying their new premises by February next.

Edward Crump, a tinsmith, who has been engaged for some time in the Sanderson-Harold Works new factory, Paris, was killed by being hurled around a shaft of Penman's mills on Friday.

Harry Chas. Taylor, of the plumbing and steam fitting firm of Taylor & Sons, this city, was united in marriage on Friday to Miss Blanche Piper, of this city. On their return from a honeymoon tour, they will reside in this city.

A few of the merchants of this city are already commencing their "early Christmas buying" campaign, but as yet none of the local hardware dealers have specialized in this line. While every merchant likes to see a heavy rush of buying at Christmas, it is much better, for both customers and purveyors, to buy their Christmas supplies early in the season.

The Goold, Shapley & Muir Co. will erect two new machine shops on the site of their present warehouse. They will be three storeys in height, and 190 x 50 feet.

The cutlery trade, especially the Christmas cutlery trade, is greatly cut up in this city. In previous years the hardwaremen have had competition from two sources, the jewelry and drug stores, but this year the field has been entered by other stores. A prominent grocery store and china shop on George Street is showing in its windows this week a line of carvers, carving sets and knives for various purposes, and the co-operative store is entering the field with a line of nickel-plated ware. "There is little profit on what little cutlery trade there is," said a local hardwareman to your correspondent, "for though there is no price-cutting worth talking about in our own body, the other merchants are not in the least particular." A.W.

News From the Prairie and British Columbia

Novel Hallowe'en Window Display in Vancouver Hardware Store—Railway Construction in Alberta for Year Totals 500 Miles—Improvements to be Made to Help River Navigation in Western Canada—Regina's Request for Lower Freight Rates.

VANCOUVER.

November 20.—Fourteen miles of water mains will be laid in Vancouver next year, according to the plans laid before the Water Committee.

T. F. Black, Winnipeg, is in Vancouver looking for a site for a wire factory. He may find a location on the Fraser river. Should the proposition go through, it will be financed by a company composed principally of British Columbia men.

The Canadian Bridge Company, Walkerville, was awarded the contract for the superstructure of the new Cambie street bridge, its tender being $439,210.

The Jordan-Wells Railway Supply Company proposes to establish a plant either in North Vancouver or New Westminster, with an expenditure of $50,000, the plant to employ 30 skilled men. Sites are now being looked over. A proposition has been made to the North Vancouver council.

Building shows no slackening with the winter months, in fact the first half of November is almost a record. Last week, the total value amounted to $118,830.

Attractive display windows and unique exhibits are in different classes and both attract considerable attention. Hardware men are quick to see the advantages of having goods displayed so that the prospective customer may inspect from the street, and some exceedingly tastefully arranged windows are to be found in this city. The McLachlan Hardware Company had a unique window for Hallowe'en and another along a patriotic line for the King's birthday, in fact this was the only firm in the city to go to some trouble in arranging a window display having a loyal and an imperial idea. The Hallowe'en window was somewhat elaborate. The background was painted to represent a cornfield with scarecrow and full moon. The foreground was a representation of a cornfield with shocks of stalks and real pumpkin vines bearing pumpkins. These latter were sprinkled with frosting. In the centre of the shocks were the usual weird pumpkin heads, illuminated with candles, and besides mounted upon two white shrouded figures were human skulls, illuminated with greenish lights. The entire lighting effect was in pale green. A large white head with red eyes and bust was labelled "The maid of the mist." A card had the quotation, "When the frost is on the pumpkin, and the fodder's in the shock," and another card bore the injunction, "Have a good time, but beware of the bogey man."

A satisfactory test of Balfour's bifurcated railway spike was made before the members of the Railway commission, when that body was in Vancouver. Spikes were driven into a tie, pulled out and straightened cold and re-driven several times. In pulling the spike with the new designed locking shoulders, it was necessary to have two men on the lever, and when this spike was straightened and re-driven into a knot, it took these two men some time to pull it out again. The spike and the machine with which they are made at a very rapid rate were both invented in British Columbia. R.B.B.

VICTORIA.

November 20.—Trade is keeping up very well. There is still a very considerable amount of building going on. A cold spell for a few days gave an impetus to the fall stove trade. A

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SIXTY SWISS ARMY RIFLES. at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

SWISS RIFLES WANTED—Anyone having an overstock of Swiss army rifles to dispose of is requested to name lowest price for prompt acceptance. Address, F. Y. W. Brathwaite, Blind River, Ont. (46)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

ENGLISH firm manufacturing full line of paints, dry colors, varnishes, etc., desire to secure Canadian agent who has good connection with the Canadian hardware trade. Having direct steamer connection with Montreal, long experience in manufacturing, up-to-date plant and equipment and large output, we believe good live Canadian agent could build up good business for us. We would be willing to advertise the line in Hardware and Metal. Apply, giving agencies held at present, to Box 917, HARDWARE AND METAL, Toronto. (50)

MANUFACTURERS' AGENT with good connection with hardware trade wanted to take hold of first class line of ice cream freezers. State lines already carrying. Box 922, HARDWARE AND METAL, Toronto. (50)

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere. Write for our proposition. Book-keeping Machines, Ltd. Head offices and show rooms, 424 Spadina Avenue, Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

TILES—Wanted, resident agents to sell glazed tiles, floor tiles, etc., in Winnipeg, Montreal, Quebec, Toronto, Halifax, Vancouver. Apply "Tiles," care HARDWARE AND METAL, 88 Fleet Street, London, England. (49)

U. S. MANUFACTURER of hammocks wants to secure good live Canadian agent. State agencies already carried and facilities for covering hardware trade. Box 923, HARDWARE AND METAL, Toronto. (50)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE Stove, tinsmith and plumbing business in good Western Ontario village. Waterworks just going in. Price $2,500. Apply Box 924, HARDWARE AND METAL, Toronto.

FOR SALE—Hardware, tin and plumbing business in Western Ontario. Stock $5,000 Turnover $18 000 Fine opportunity to the right party. Box 918, HARDWARE AND METAL, Toronto. (50)

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

GENERAL hardware, stove and bicycle business in one of the finest farming and dairying counties of Ontario. Stock about $1,500. Apply Box 906, HARDWARE AND METAL, Toronto. (46)

HARDWARE BUSINESS FOR SALE—Good Ontario town; population five thousand; one opposition; stock six thousand at 90 cents for quick sale. Box 915, HARDWARE AND METAL, Toronto. (47)

BUSINESSES FOR SALE

HARDWARE BUSINESS WANTED—In Ontario town or city. Write giving stock and turnover. Box 916, HARDWARE AND METAL, Toronto. (49)

HARDWARE BUSINESS FOR SALE—A good running hardware business in the Province of Alberta for sale. Stock at out nine thousand dollars. Amount of turnover between thirty thirty-five thousand dollars per year. Nothing but cash will be considered. For further information apply Box 913, HARDWARE AND METAL, Toronto. (48)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

CASH AND PACKAGE CARRIERS—Better and quicker service in your store results from the installation of the "GIPE" system of Cash or Parcel Carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olive s, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time. show all the goods, and make sales unaided. Efficient display half sells any article. and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros & Ruter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

MISCELLANEOUS

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only safe way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Limited, 8 John St. N., Hamilton. (tf)

COUNTER CHECK BOOKS—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using—we'll send you prices that will interest you. Our holder with patent carbon attachment will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pig's in full colors. Size 14x22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3.00 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? J. P. Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Salesman with well established trade in Canada to sell an old and well established line of refrigerators on commission basis. Give full details as to lines carried, references, etc. Box 912, HARDWARE AND METAL, Toronto. (50)

WANTED—An experienced hardware man, capable of taking charge of a business, with capital to buy interest in business. This business is a very prosperous one and is a good opening for the right man. Box 921, HARDWARE AND METAL, Toronto. (51)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED furnace and stove salesman open for engagement with first-class company the first of the year. Twenty years' practical experience in Canada and United States. Six years' traveling experience in Ontario. Would consider city engagement. Address, Box 907, HARDWARE AND METAL, Toronto. (49)

HARDWARE CLERK, seven years' experience. Best references, pictorial advertiser, excellent stock-keeper and strictly honest. Speaking French and English fluently. Box No. 919, HARDWARE AND METAL, Toronto. (47)

HARDWARE traveler with an A1 connection is open for an engagement January 1st, 1910. Twelve years' experience in the Ottawa Valley. Communications strictly confidential. Address Box 914, HARDWARE AND METAL, Toronto. (48)

WANTED—Position as hardware salesman; wide experience in shelf and heavy hardware. Best of references. Would start work at once. Box 910, HARDWARE AND METAL, Toronto. (47)

great deal of business property is changing hands at very good prices. Among these sales is the sale of the property at present occupied by Hayward & Dods, plumbers, who, in turn, have had to purchase a lot for their own use. The Western Motor Co. have purchased the Fort Street property and are to erect a modern garage on the site.

Tenders for 20 tons pig lead for the waterworks department were received from Coleman & Evans, Vancouver, $3.60; Colbert Plumbing & Heating Co., $3.59; H. W. Kent, at $84.25 per ton. Referred to purchasing agent.

The city council is calling for tenders for lead pipe and brass goods.

A report is current that debentures are being floated to the extent of $2,000,000 in England for extensive shipbuilding yards and a floating dock at Esquimalt. The B. C. Marine Railway Co. is said to be interested in the venture. W. B. C.

CALGARY.

November 18—The Government are preparing to begin operations on the new Langevin bridge, to replace the present one. The new structure will consist of two spans, each 200 feet in length.

John M. Scott, of the Oregon Railroad & Navigation Company and the Southern Pacific lines in Oregon, was in the city arranging for the annual California excursion of the Spokane Chamber of Commerce. Mr. Scott states that the Harriman lines will probably find it necessary to open offices in Calgary as headquarters for the province.

The C.N.R. Grading Co. have finished about 20 miles of their work on the Goose Lake line into Alberta. The point where the men are working is about 150 miles east of Calgary, and about 24 miles north.

Premier Rutherford, in speaking of the increased transportation facilities of the province, said that this year 500 miles of steel had been laid in the province and would be in full operation early next year.

The Government, recognizing the fact that more jail accommodation should be provided for Calgary and district, have already commenced the necessary steps in order to secure the required ground in the near vicinity of Calgary, and will in the near future begin the erection of a penitentiary of sufficient capacity to serve the needs of the district for some years to come. M. G.

WINNIPEG.

November 24.—The question of navigation in western Canada has been given serious consideration recently by the Federal Government. For some years requests have been coming in for improvements and initiative work along the various water courses, and as a result the Government made appropriations to cover a number of important cases. The following is reproduced from the Gazette, issued from Ottawa:

Manitoba—Lake Winnipeg wharfs, $10,000; Red River, protection of new entrance channel at its mouth, $10,000. Winnipeg Beach harbor, protection pier on Lake Winnipeg. Revote of $7,480 lapsed, $10,000.

Saskatchewan and Alberta—Athabasca river—Removal of boulders, and deepening channel through sand and gravel bars, $10,000; harbors, rivers and bridges, general repairs and improvements, $20,000. Last Mountain Lake—improvement of navigable route, $10,000; Lesser Slave river—Urgent provisional improvements, $9,000; North Saskatchewan river—Removal of boulders opposite Prince Albert, $5,000; wing dams for improvement of navigable channel from Edmonton to Lake Winnipeg, $25,000; surveys of rapids on North and South Saskatchewan rivers and other navigable streams, $10,000.

T. L. Waldon, sales manager in the Marshall-Wells wholesale house, Winnipeg, is at present touring the west, inspecting the company's branches.

Dr. J. K. McClelland, president of the Waldon Heating Company, leaves for California this week, for a pleasure trip through that state. He will return in January to continue his position as financial manager of the J. D. McArthur Construction Co.

The Waldon Heating Co. have recently secured contracts to instal heating plants in the G.T.P. round-house, the Calgary hospital, four schools in the west, and an apartment block in Lethbridge. L. C. H.

FREIGHT RATES TO REGINA.

An interesting problem in connection with the lowering of freight tariffs was placed in the hands of the Railway Commission, which met in Winnipeg last week. The Regina complainants' sole request was that the same privileges extended to Winnipeg should be given to Regina. On the surface it did not appear that the request was anything but reasonable and one to which the commission would readily accede. The problem, however, is an extremely far-reaching one, and manifestly important to the wholesale trade of western Canada.

Upon it becoming known that Regina aimed at securing Winnipeg rates, the Winnipeg Board of Trade appeared to substantiate the present system of tariff, and support the railways in maintaining the present schedule. In this connection, E. D. Martin, president of the local board, said:

"Montreal has an advantage over Winnipeg to points west, the same as Winnipeg over Regina to points west. If the concession should be granted it means that every place west of Winnipeg would have a right to ask the same rate."

W. W. Laird, who represented Regina, said:

"We only want to be placed on an equal footing with Winnipeg. It has been freely admitted that Regina is discriminated against, and to say that the larger interests of Winnipeg justify the discrimination is positively absurd, and I am sure the commission will agree with me. It has been said that Regina has no car lot trade in the west, but it is certain that if we had fair rates we would soon develop such a trade."

The feeling is that the Regina pleas were well founded in the estimation of the Commission, although judgment was reserved.

The unprejudiced mind would manifestly agree with Mr. Laird that Regina would develop a larger trade should the city be given an opportunity. L. C. H.

NEW ROD MILL AT SYDNEY.

J. H. Plummer, president of the Dominion Iron & Steel Co., has sent to Hardware and Metal the following regarding improvements at the Sydney plant:

"At the recent meeting of the directors it was decided in view of the largely increasing demand for wire rods, to erect a duplicate of the Morgan Continuous Rod Mill, at Sydney, which is now in operation in the Steel Company's plant. This additional mill will take care of the growing business in view in the early future, and leave a margin for the future increasing requirements of the country as well. The company's rod mill has been now in operation for three or four years, and each year makes a better showing. It is now turning out fire rods at a rate exceeding 9,000 tons per month, which is by far the largest output ever obtained from a plant of this kind."

CORRUGATED IRON

We make it—either painted or galvanized—in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths. . . . . .

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

WINNIPEG CEILING & ROOFING CO.

Sheet Metal Manufacturers

FORT ROUGE, WINNIPEG



OUTGROWN

Notwithstanding that we have just completed our new varnish factory and have been adding to our warehouse and paint factory yearly, our business has increased so rapidly that we have outgrown our present premises. We are now excavating for a building that will more than double our factory capacity and we find it necessary also to add to our varnish plant. THERE IS A REASON. *Stephens* goods are good goods. We have every facility for shipping orders in the shortest possible time. We want a talk with you, Mr. Hardwareman. Our Travellers will look you up. They will interest YOU.

Read a FREE Book, about better ceilings. Tells of two thousand designs for every sort of structure from a cathedral to a warehouse—proves why our ceilings cost less. Get the book. Ask our nearest office.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Oshawa Galvanized Steel Shingles, You can't afford to roof a thing without Oshawa Galvanized Steel Shingles. Good for a hundred years. Send for the free booklet.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

A few Reasons Why You Should Handle PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Nov. 26.—Wholesalers report trade rather quiet compared to what it has been for several weeks. Most of the holiday goods and the big game sporting lines are out, and although merchants are selling freely, there is little occasion for orders at present. According to travelers' reports it is expected that in December repeated orders for immediate delivery will be numerous. Never before has the holiday trade been so eagerly anticipated. Many, it is believed, will have holiday stocks exhausted by December 20. The return of zero weather has caused a collapse of all exterior construction and building, and some interior work has been postponed for the season. The buildings that were nearer completion are using much builders' hardware now, but this slight revival will not last. Lumbermen's supplies are still moving, winter lines, such as sleigh bells and horse blankets are moving freely.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $3 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

IRON WASHERS—Full box, 45 per cent.; smaller lots, 40 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

STEEL SQUARE—45 per cent. off new list.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜ $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.65; 18, $3.70; 20, $3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

TIN PLATES—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pennoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; National Light, 25, Silverlight, 21; engine gasolene, 24c; Acme Lamp, 30; White Lily, 23; Royal, 22½c; White Rose, 24.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 76; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, light, 60 and dark, 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvestor, 30c; standard gas engine oil, 36c; Renown engine 38c.

Genuine "K" Red Hones



We import only this celebrated line of curling stones, which are universally recognized as the best made. The running surfaces are cut by a new process which ensures absolute accuracy and uniformity in play. We can supply in all weights from 36 to 42 lbs. each. Also curling-stone boxes, brooms and uniforms.

Liberal Discounts to the Trade.

The Hingston-Smith Arms Co.,
Limited
Sporting Goods - Winnipeg

Why Don't You Stock a Line That's Right?

IN stocking paints and varnishes, you should consider the permanent value of the customers you interest and not the immediate value. You can be sure of both by investigating before you decide on your stock. Sherwin - Williams Brighten Up Finishes include paints, varnishes, stains and enamels adapted to the finishing requirements of the most exacting housewife and property owner. There is a proper finishing material for every imaginable surface in and about the home. Ease of application, quality, working properties and economy are their important advantages.

By stocking this line, you identify yourself as a reputable dealer with a reliable manufacturer and have the advantage over your competitor in advertising, talking points, selling helps and best of all, in a *line that is absolutely right.* Drop us a card telling when it will be convenient for you to interview our representative.



THE SHERWIN-WILLLIAMS CO.
MAKERS OF PAINTS AND VARNISHES
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B C.
734

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.



A MARTIN-SENOUR PAINT AGENCY

if fully explained will interest you.

The 100% PURE PAINT will increase your sales.

We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED
EDMONTON - - - - - WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The telephone machine factory at Waterford has begun operations.

A permit has been granted Elliott & Son, for a furniture factory, at Toronto.

Wickett & Craig, Toronto, will erect an addition to their tannery to cost $10,000.

The T. Eaton Co. will erect an agricultural supply warehouse next year at Saskatoon.

The Ault Wiborg Varnish Co. intend to ask permission to build a factory at Toronto.

A Wisconsin rubber goods manufacturing company are looking for a factory site at St. John.

The Stewart Machinery Co. has applied for a permit to erect a $30,000 warehouse at Winnipeg.

The manufacturers of the Chamberlain weather strip propose locating a branch factory at St. John.

The Dominion Car and Foundry Co., Montreal, will build 62 new freight cars for the T. & N. O. Railway.

The National Mfg. Co., who have factories in Brockville, Ont., and other places propose to erect a building worth from $2,000 to $3,000, at Regina.

The Alberta-Pacific Elevator Co. will instal machinery in their Red Deer elevator for steaming barley for export trade.

Joseph Little, of Blairmore, B.C., contemplates establishing one of the largest lime burning industries in Canada, at Frank, Alta.

The Western Stove Mfg. Co., with headquarters in Portland, Ore., is likely to build a plant at Calgary, for their Western Canadian trade.

The National Iron Works have secured a permit for their first building on the Ashbridge Bay site, Toronto. It is a brick foundry estimated to cost $20,000.

The Canada Furnace and Iron Co. burned out a week ago at Three Rivers, are anxious to locate at Farnham, Que. From 300 to 500 men would be employed.

Mr. Moorehead, U.S. Consul at St. John, is making inquiries at that city for a Wisconsin saw-making concern, which proposes locating a branch factory in Canada.

L. W. Sarish, of London, England, representing an English firm of explosive manufacturers, has been looking over a sight for a proposed branch of their English business.

J. H. Glover, manager of the Aylmer Pump & Scale Co., was in Toronto recently purchasing a lot of new machinery for the manufacture of scales, which will be placed in the old pork factory building recently purchased.

McDonald Bros., of Grand Forks, the successful tenderers for supplying the steel piping to be used in conveying the water from Coquitlam Lake to New Westminster, have commenced work on their new factory at the latter place.

T. McAvity & Sons, who have been in the foundry business in St. John, N.B., for a century, associated with the McLean, Holt Co., manufacturers, of the same city, intend to establish a foundry in Fort William if terms can be arranged.

Irwin & Sons, of Hornings Mills, have purchased the building formerly occupied by S. Hill as a sash and door factory at Markdale, and will fit up the building with modern machinery for the manufacture of skewers, fork handles, etc. They will employ 20 hands or upwards.

The Berry Transformer Co., of Helspy, England, one of the largest concerns of the kind in England, is looking for a location in Canada, perhaps in London. This firm will employ 500 men. Sherbrooke, Toronto, Hamilton, Galt and other cities are after this concern.

The Hayes Mfg. Co., of Erie, Pa., has secured an option on a large piece of land at Montreal on which they will construct a Canadian branch for the manufacture of waterworks supplies, thus escaping the 35 per cent. duty. A $50,000 plant is to be erected on this land next year.

It was rumored at London that the Canadian-British Insulating Co., of Montreal, would establish a plant there. The company asks for free site, free taxes and free water, for a period of 15 years. In return, they would employ 500 men and use 500 horsepower. They have a capitalization of $5,000,000, and are looking for a suitable site in Ontario.

Dr. Becktel, of Cleveland, representing manufacturers in the wire business in that city, says the Standard Chain Works, of Sarnia, the Canadian branch of the American Standard Chain Co., is to be bought by the company which he represents. The present building is to be immediately enlarged, and a staff of forty or fifty first-class chainmakers will be employed from the outset.

Arrangements have just been completed at London, Eng., for the erection of a dry dock at Levis. The interests involved are the Canadian Pacific, the Allans, Harland and Wolff, Sir Charles MacLaren, representing the John Burn Co., of Sheffield; Mr. Davie, of Levis, who conducted the present salvage and dry dock business there, and the McArthur Perks Co., of Canada. The same interests have made a definite proposal to the Canadian government which they expect will be accepted for a dry dock at St. John.

The West Canadian Co., which operates coal mines at Lille and Bellevue, and is opening a new mine at Blairmore, has under way the construction of an entire new operating plant at its Bellevue collieries, which, when completed, will constitute probably the finest mining equipment yet installed in The Pass. The plant will include the most modern appliances for the expeditious and enconomical handling of coal, and when ready for operations will enable the company to put on the cars 2,000 tons of coal on an eight-hour shift. The improvements complete will entail an expenditure of approximately $250,000.

Municipal Undertakings.

A number of water pipe extensions are to be made immediately at Halifax.

Contracts for electrical pumps for Toronto's waterworks were awarded recently.

The sewerage system in the newly annexed districts of Hamilton, will cost about $125,000.

George B. Moork was awarded the contract for the Weston filtration basin, his figure being $2,675.

T. A. Murray, consulting sanitary engineer, Toronto, is to prepare plans for a water supply at Bowmanville.

This year about three miles of large mains and several miles of smaller mains were laid at New Westminster.

The South Vancouver Council has awarded the contract for the wood-piping in that municipality to the Municipal Construction Co., of Vancouver, at $72,000. The piping is to be delivered next June.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

. . .

HOYLE
ROBSON
BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO
H. M. RALTY and WAR OFFICE

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

Don't Let YOUR Profits Get Away

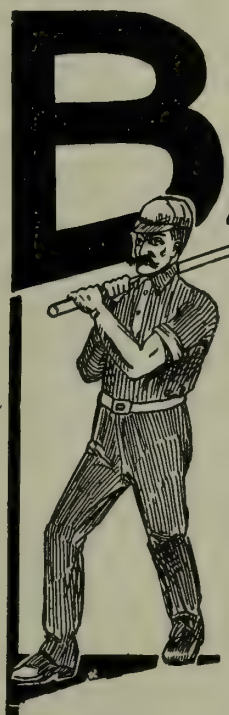
The Trade everywhere is making money on Iver Johnson Revolvers because they are good revolvers, absolutely safe revolvers, and widely advertised revolvers. We keep them before the reading public in the big magazines and the sporting papers.

Keep them before your customers, be ready to handle the enquiries we send you, get *your* share of the profits of our combined efforts.

Send for Dealer's Catalogue and give your Jobber an early Order

IVER JOHNSON'S ARMS & CYCLE WORKS
330 RIVER ST., FITCHBURG, MASS.
Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.
Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycle

BAR IRON



of GOOD quality is absolutely essential to the success of your business! Why not make quite sure of getting good iron by handling only London Iron? It is flawless and uniform throughout.

GET OUR PRICES

Sales Agents:
BAINES & PECKOVER, - Toronto, Ont.
BISSETT & LOUCKS, - Winnipeg, Man.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

Building Notes.

The City Dairy Co. will built a $15,000 stable at Toronto.

The Merchants Bank will erect a $11,000 branch at Toronto.

Grant McArthur will erect a $25,000 apartment house at Vancouver.

The work of excavating for the new Halifax Y. M. C. A. has been begun.

Kingston Oddfellows contemplate the erection shortly of a temple for lodge purposes.

M. J. McLeod & Co., Moose Jaw, will have a large departmental store erected in the spring.

John Ternes has secured the contract to build the new Bank of Commerce at Watrous, Sask.

W. A. Cole will build 100 houses next summer and spring in the Bayswater district of Ottawa.

Smith, Davidson & Wright, wholesale stationers, Vancouver, will erect a ten-storey warehouse.

Principal McKechnie is building a residence near the site for the new Estevan, Sask., school house.

H. T. Knott, Victoria, B.C., has been granted a permit for the erection of a dwelling at a cost of $2,300.

D. J. O'Keefe, Chatham, Ont., has taken out a building permit to erect a two storey residence. Cost $3,500.

Plans have been prepared for the Toronto Musical Union with regard to the erection of a building on University Ave.

James Cronin, of Spokane, has brought a lot on Shaughnessy Heights, Vancouver, where he will build a fine residence.

A. Lacombe, Montreal, Que., has awarded the contract for the erection of an apartment house to M. Huberdeau, at $25,000.

The Order of Grey Nuns are preparing to erect headquarters at Winnipeg next year. Estimated expenditure, $300,000.

The Merchants Bank of Canada plan shortly to erect a handsome block on the site of their present building at New Westminster.

Jeffrey Bros. were awarded the contract for building the Williams & Garland block at Portage la Prairie, on a bid of $10,900.

The I. C. R. management are considerining the establishement of first class hotels in the maritime provinces and on the Lower St. Lawrence.

Ald Martin, Cobalt, will erect a $50,000 hotel before next spring, the building to be six storeys in height, of fireproof construction throughout.

Building permits were granted recently at Vancouver to: A. Munroe, $2,200; J. Coleman, two houses, $3,200; J. Metcalfe, $2,300; A. Svenceski, $3,500.

The proprietors of the Wa Wa hotel, Lake of Bays, Ont., have decided to make an addition of over 40 rooms, to be ready for the opening of next season.

A. J. Hill, dwelling, $12,000; Kemp & Priest, three pair dwellings, $12,000; R. Burkell, two pair dwellings, $10,000 are recent building permits issued at Toronto.

The H. A. Massey estate made a proposition to the Senate of Victoria University, Toronto, to erect a men's residence on the university property. The offer was accepted.

Leslie & McNeil, St. Marys, Ont., have been awarded the contract for the masonry work of the Mutual Life Assurance Building at Waterloo, Ont., at $70,000. Total estimated cost $175,000.

Senator Melvin Jones, Toronto, has purchased a large site on St. George St., where he will shortly erect a residence; R. G. Geary has applied for a permit to build an apartment house there, at an outlay of $10,500; H. J. Hudson is to build a three storey apartment house, at Wilton avenue and Jarvis street. Cost $40,000.

The complete building returns for St. Boniface to date have been compiled and show a season of great building activity. The figures comprise those of St. Boniface proper and Norwood, which is a part of Winnipeg over the river, and include many fine cottages and houses besides warehouses, factories, churches and schools. The statement gives permits for 187 structures valued at $210,000.

Railway Development.

The Quebec Street Railway are considering the extension of their road to Cap Rouge.

The Southwestern Traction Co. intend to extend their line to Aylmer and Delaware probably within the year.

Both the C. P . R. and G. T. R. will seek power at next Dominion parliament to build more branch lines in the west.

The Edmonton Radial Railway expects to place contracts within the next six months for constructing 10 miles of single and double track.

The Regina Southern Railway intend building two lines to the International boundary; one through Rouleau; the other via Willow Bunch.

The People's Railway line from Stratford to Guelph is assured. Branch lines may also be built from the latter city to Erin, Arthur and Lake Puslinch.

The new C.P.R. branch line across the prairies from Saskatoon to Wetaskiwin has been completed. It is 330 miles in length, and has been under construction for the past two years.

C. R. Stovel, right of way agent for the C.N.R., was recently in the Stettler district, to obtain right of way for the line from Vegreville to Calgary. The grading from Camrose to Stettler is practically completed.

Steel-laying and driving piles for the bridges on the Ste. Rose branch of the C. N. R. east of Ochre river, Man., have been commenced by the Mackenzie & Mann Construction Co. This work will be rushed to completion before the winter.

"We will let the contract for the construction of the first 50 miles of the Alberta and Great Waterways Railway within a couple of weeks, and if the present favorable weather conditions continue we expect to do considerable construction yet this year." This was the announcement made by Wm. R. Clarke, president of the railway.

Mackenzie & Mann interests contemplate the construction of an extension of the Quebec & Lake St. John Railway from Roberval through to the Chebougamou mining country, running in a northwesterly direction, and passing through St. Felicien. Work on this road will start as soon as the winter ends, and will be pushed through without delay to Chute a Pours, where there is a very extensive water power.

The work of surveying for the transcontinentals now entering British Columbia is to be rushed with vigor during the next few months. A Grand Trunk Pacific party is in the territory between Nicola Lake and Kamloops, while the Canadian Northern outfit, which has been on the North Thompson all summer is preparing to push on from Cranberry Lake. Another party will work in the Yellowhead all winter for the same company.

BOOK REVIEWS.

Metal Spinning.—Popular Mechanics Co., Chicago, is publishing a series of handbooks on industrial subjects written, like Popular Mechanics magazine, "so that you can understand it," and intended to furnish information on mechanical subjects at a reasonable price. No. 2 of this series is just out. It deals with a practical instruction in the fascinating art of "metal spinning." The author is Prof. F. D. Crawshaw, M.E., assistant dean of the College of Engineering, University of Illinois, and he treats his subject in a thorough manner, telling first the history of sheet metal and the introduction of metal spinning, the lathe and its parts, the tools required in the work, the preparation of the metal, winding up with instructive chapters on the spinning of a number of articles. Various metals are dealt with, and numerous illustrations help out the text. The price is 25 cents, it being an 80-page, cloth-bound work and is said to be the only book published on metal spinning. Orders can be filled in Canada by the Technical Book Department of the MacLean Publishing Co., Toronto.

A WELL LIGHTED STORE.

Montreal, November 16.—It is always unpleasant to customers to enter a poorly lit store. In a recent conversation a Montreal merchant said that for several months he had let his store remain in a badly lit condition and now, after changing this he had increased his trade. He laid it all to the fact that he had improved the lighting.

Look your store over and see if it needs anything of this kind. S.R.

The Retail Paint Trade

WASTE OF OPPORTUNITY.

It is safe to say that more than 60 per cent. of the advertising put out by paint manufacturers is wasted, writes V. W. Hartmann in the Hardware Trade. Wasted for lack of "team work" on the part of dealers.

To state the proposition in another way, retail paint dealers in the aggregate are losing 60 per cent. of the advertising placed at their disposal by paint manufacturers.

With the ample facilities supplied, there is no reason why every retail dealer should not have a live, profitable, growing paint trade. Every sign, every color card, booklet, folder is made to play an important part in pushing the dealer's business forward.

Signs of many kinds are supplied the dealer—signs for his counter, windows, the front of his store, for fences, to be placed in the intersection of well travelled roads. It is obvious that these signs must be used in the different places for which they were designed and specifically made if the dealer is to benefit or be benefited by them.

Incredible as it may seem, many dealers fail to make use of such signs. It is not an unusual thing to find quantities of good, sales-producing signs kicking around the store, going to "seed," so to speak, unused and utterly useless just because they were not placed where they should have been.

One dealer used fifty fence signs, made of wood eight inches wide and five feet long, to complete a fence around his chicken yard. It is needless to remark that his paint business never amounted to a hill of beans. He is not in business at all to-day. He failed. This, of course, is an extreme case, but a true one for all that.

Team work in advertising invariably brings the dealer into prominence, places his paint business on a profitable basis and keeps it lively.

I am sometimes inclined to believe the woeful lack of appreciation of the value to the dealer of the advertising material supplied him lies in the fact that it costs him nothing. It is safe to assume that if the dealer had spent his own money for this material he would value it and its

"the finish that endures"

Floorglaze

It sells the whole year through. M. L. Floorglaze (now in Transparent Lacs as well as Solid Enamel Colors) has so many uses about a house, both indoors and out, that it's one of the steadiest sellers in the trade. And remember, M.L. Floorglaze **stays sold**—there are no complaints—no come-backs—it gives genuine satisfaction, always.

There's a fine proposition awaiting the live dealer in your town for M. L. Floorglaze. Get a sample can new color card—and proof of the desirability of this line to-day from

Imperial Varnish and Color Co.
TORONTO Limited

Stocks at Toronto (6 Morse Street); Winnipeg (108 Princess Street); and Vancouver (550 Beatty Street).

M. R. M. CO.

HORSE NAILS

Made from
Swedish Rods
The most uniform material that can be bought
by the
New Cold Process



Hardware dealers are making
Good Profits
by stocking "M" Horse Nails which are in great demand
by leading
Blacksmiths

Great Holding and Driving Qualities

The Montreal Rolling Mills Co.
MONTREAL

business-producing power fully 100 per cent. more than at present.

How far from the truth am I in this supposition?

But let us go back again to the successful dealer's store and see how he conducts his paint business, or rather how he secures the full benefit from the advertising he has to make use of.

At least one of his windows contains an attractive paint display, tastefully arranged. In the store his paint department occupies a prominent location. Color cards for all the paints and finishes he carries are within sight and reach of customers, not tucked away under the counter out of sight. Even if you don't want to buy paint, you cannot leave his store without carrying with you the knowledge that he sells paint. And that knowledge sticks by you, is driven in a little deeper each time you go there.

You purchase some article, it is wrapped up and you take it home. On opening it you find a nicely printed folder inside telling you about floor paint, carriage paint, enamel, varnish or stain for some use. You do not happen to need any just then, but the chances are that when you do you will hike to this store to get it.

Along in the spring you get a letter from the successful paint dealer. There is a color card or a booklet inclosed. These tell you about house and barn paints. And your buildings really do need a coat of paint!

What is the result?

Then your local paper comes, a day or two later, and almost the first thing you see is the successful paint dealer's advertisement; once more the fact is driven into your mind that you ought to paint the house this spring. You finally decide it must be done.

Who gets your paint trade?

PAINT AND OIL MARKETS

MONTREAL.

November 26. — Business still keeps very steady, some encouraging orders coming in from those who think this a good time to stock up a little. Prices have been without change, and the tone is satisfactory, all the way round. Ready mixed paints have gone out well, especially locally, and there has been an active demand for household specialties, such as varnishes, stains and enamels in handy sized tins.

TURPENTINE—Buying has improved a little, owing no doubt to the recent drop in prices. The market is steady for the time being, and we continue to quote from 78c to 80c for single barrels.

LINSEED OIL—Buying continues very good, and if anything a more speculative element has entered into the ordering. The idea that linseed will be higher in the near future has no doubt influenced this. For the present, prices are unchanged, and we quote: 1 to 4 barrels, in one delivery, raw, 73c per gal.; boiled, 76c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD — Buying continues to show improvement, although there is no rush on by any means. The market seems closer together, but no great changes are announced, and we quote: Strictly pure about $5.25 to $5.75, according to quality, and No. 1, $4.85 to $5.25, f.o.b., Montreal.

RED LEAD — A steady buying movement is reported, and users are apparently putting in fair stocks for the winter and early spring. Prices are steady and we quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—The market is on the whole quiet, and without any marked feature. Quotations are unchanged: Dry V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISHES AND JAPANS — Varnishes are in good demand especially the handy sized tins for household use. Larger consumers are also purchasing well. Japans have also experienced a flurry owing to the mild weather.

PUTTY—Putty continues to sell well, and grinders are satisfied with the way trade is shaping. The market is unchanged, and we quote: Standard putty, 800 lbs., in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs., in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins,

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg



DECIDE NOW

to handle only the line of paints which never fails to give satisfaction—

MOORE'S HOUSE COLORS

They are pure linseed oil paints of moderate price, and are durable, reliable, uniform and brilliant.

Send for our Color Card and Prices

AGENCIES:

A. M. Bell & Co., Halifax, N.S.
Emerson & Fisher, St. John, N.B.
Hanbury Hardware Co., Brandon, Man.
Enterprise Hardware Co., Ltd., Saskatoon,

Benjamin Moore & Co., Limited

West Toronto, Canada

New York Chicago Cleveland, U.S.A.

LET US GIVE YOU A POINTER!

Here's a suggestion for YOU and every other progressive hardwareman—get after the painters of newly erected or remodelled buildings and show them that

Elastica Floor Finish

is the BEST finish for floor work. It works with great freedom, covers the maximum area, and produces a brilliant permanent finish.

Extreme Paleness and Great Durability are two of its distinguishing features.

Send for prices and discounts.

INTERNATIONAL VARNISH CO., LTD., TORONTO

Makers of Fine Varnishes — Branch of Standard Varnish Works

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

$2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TORONTO.

November 26.—This passing week has been perhaps the best paint selling week of the month. November itself is the best month in years that the paint trade has experienced, due almost entirely to the fair and mild weather which has prevailed. The past few sharp days have made for some business in hurrying up orders for immediate delivery, but it is expected that now winter has made its first announcement trading will decline somewhat and outside painting cease.

Glass and putty are the particularly active lines just now, and the recent chilly days have boomed the business, everybody wanting glass immediately. Prices are very firm, with advances in prospect for next year. Turpentine on little trading has declined, but oil while slow in movement is strong in price. Some paint lines across the border have increased in price, and it may be that white lead and ready mixed paints will go higher here. Household lines are opening up again with the approach of the Christmas season.

TURPENTINE—An easier feeling brought a decline in the quotation on turpentine from 83c to 82c early this week, and now the continued uncertainty has further reduced the price to 80c for single barrels. The market at the south at the present time is quiet and depending a good deal upon the weather conditions there. For the past month they have suffered a good deal from drougth and great danger of fire in the bush but this has enabled them to get out the last of the season's supplies more promptly than usual for the month of November. There is somewhat of a demand usually at the beginning of December, which leads to a probability of advances but, of course, this is uncertain. Locally the demand is very light, but at the same time stocks are light, as is usual at this season of the year.

LINSEED OIL—This line remains firm, the price of seed keeping very high. Crushers are holding the market steady. Trading is light. Single barrels of raw oil are at 73c a gallon, and 76c is the price of boiled in the same quantities.

GLASS—There is a prospect of higher prices about the beginning of the new year. At present the price is very firm at 30 p.c. discount straight, although on big orders an extra 5 p.c. may be obtained. The steamships Montford and Montreal, the last two boats of the season up to Montreal from Antwerp brought along enough glass to relieve the present stringency, but both boats left behind on the docks at Antwerp several thousand cases of window glass. Not a glass trader in Toronto to-day but says he could easily take care of another thousand boxes at the present time. The glass left behind will arrive via St. John or Portland about the end of the year, and with the higher freight charges is expected to sell at 25 p.c. By next May, when navigation again opens in the St. Lawrence a still further advance of 5 p.c. is said to be on the tapis, owing to the higher prices asked in Belgium.

PUTTY—Like glass, putty is selling well at present, the many new houses being closed in has made the demand very active and kept the prices firm. Bulk in casks is $1.75 per hundred pounds; 100-lb. drums, $2; and bladders in barrels are $2.15.

WHITE LEAD — Current business is moderate and prices are unchanged, running from $5.55 to $6 for ordinary quantities.

RED LEAD—Quotations range from $4.25 to $4.55 for quantities and quality. Trading is steady.

HOUSEHOLD LINES—The advent of the Christmas season has awakened demand for a number of lines. Varnishes are selling in satisfactory proportions, and good calls are made for polishes, floor wax, stains, enamels, borax, bronzes, chamois skins, brushes, and cleansers like liquid veneer, etc. Ready mixed paints are a trifle slow. In dry colors there is a fair demand for blacks and the various colors.

PETROLEUM — Continued active business prevails at unchanged prices. Conditions, too, remain unchanged. Prime white is 13½c; water white, 15½c; and Pratt's Astral, 17½c.

PAINT NOTES.

Jos. Phennemore, at $1,245, has the painting contract at the new Logan avenue school, Toronto.

R. Montgomery Rodden has awarded the contract for the painting and glazing of one pair of semi-detached and one single residence on Roslyn avenue, Wesemount, for W. T. Rodden, to H. Belhan, Montreal.

The Canada Paint Company

are the largest manufacturers of Varnishes and Painting Material in the Dominion of Canada. The country North, South, East or West can be served economically and expeditiously from our manufacturing plants in Montreal, Toronto or Winnipeg. We invite comparison with our advertising matter. It is said to be attractive, free from misrepresentation and is a powerful aid in drawing business to our mutual benefit. Our customers say that in purchasing from us they save time, freight and cash, as the Canada Paint Company manufacture Linseed Oil and every Varnish, Stain, Enamel, Paint, color or specialty used by the Painter, Decorator or Handicraftsman.

Please write at once or see the travellers of

The Canada Paint Company

Paints for Profits

When you realize you are handling some other brand that does not bring you profits, why not take up

Ramsay's Paints

recognized all over Canada as the profit-making paints? You are just now thinking over your paint business of 1909. It should have been the biggest year. It was with us — it was with all our agents who used our plans. It is not too early to talk over

Ramsay's Paints for 1910

It is just a good time—the time when it comes to you that Ramsay's Paints would have brought you more profit, and a great deal more satisfaction with your customer.

And with Ramsay's Paints—that is Ramsay's House Paints—we include all those other lines, nicely tinned and labelled and advertised, Carriage Paints, Waggon Paints, Enamels, Oil Stains, Varnish Stains. They are all good profit makers, and besides this you can get from us a full line of brushes, putty knives, painters' tools, window glass, and everything that is wanted in a paint shop. Try it for 1910.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 · GLASS IMPORTERS

If you are looking for an honest, satisfaction-giving paint, sell

NEW ERA PAINT

This paint lasts longer, holds its color better, and covers more surface than any other prepared paint. Ask any man who handles it how well it sells!

WRITE FOR PRICES

Standard Paint & Varnish Works Co.

WINDSOR, - ONTARIO Limited

TINSMITH'S HELPER AND PATTERN BOOK



A useful handbook for Tinners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.

Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.

Section 2—EPITOME OF MENSURATION. Describes how to find the area and circumference of a circle, contents of a sphere, etc.

Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages *Price $1.00* *53 Figures*

MacLean Publishing Company

Technical Book Dept. 10 Front St., East., Toronto, Can.

Tell Them You Saw it in Hardware and Metal.

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THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



The "INFALLIBLE" GLAZIERS' DIAMOND

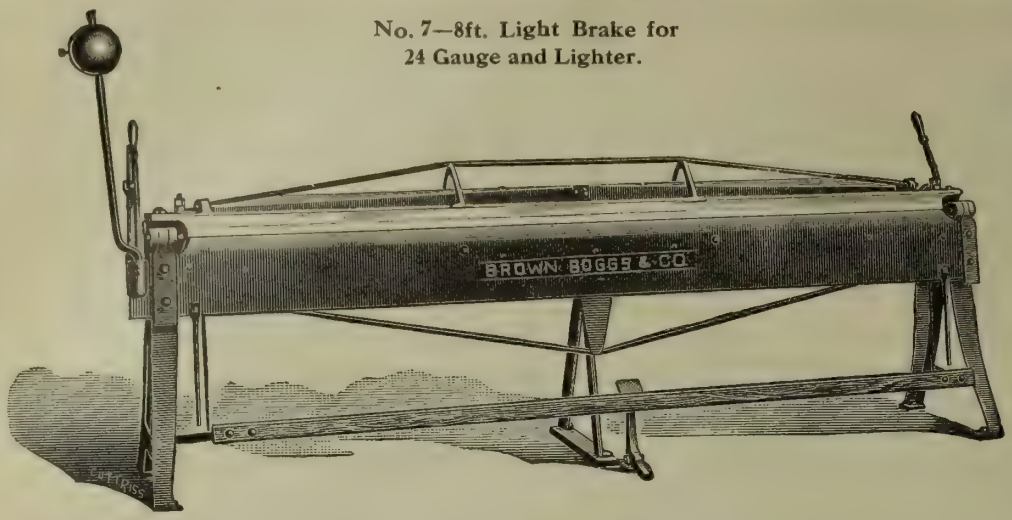
Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

No. 7—8ft. Light Brake for
24 Gauge and Lighter.



Now is the Time

to install a brake and make your trough for next season, during the winter months. Study ECONOMY and INVEST in a B. B. & Co. Light Brake. It is equipped with ALL the LATEST IMPROVEMENTS. Don't delay. Order to-day.

THE BROWN, BOGGS CO., LTD.

Hamilton, - Canada

Tinsmiths' Tools, Presses, Dies, Sheet Metal Tools.

It Satisfies the Neighbors, too

A paint that looks well and wears well is bound to attract the attention and favorable comments of the man who lives next door—just as the paint that fades, checks and chalks off in a few months is bound to attract his attention and his condemnation as well. *Once on* it stands as a testimonial or as as charge—a recommendation or an accusation. The dealer who sold it is on trial and the neighbors are the judge and the jury.

MARTIN-SENOUR PAINT—100% Pure

satisfies the neighbors—it meets every requirement of a *good paint*—it shows its quality in the can and as it flows from the brush, and months afterward *there it shines*—a testimonial to the honesty and skill of its makers. Trust the man who's going to paint to see to it that he does not get the "peel-off" kind. He's going to ask neighbor Green whose paint he used that peeled off—and then he'll ask neighbor Wise whose paint he used that stood the test of time so well. Moral:—Let the other fellow sell to neighbor Green—you get the Martin-Senour Paints and you can sell to neighbor Wise and all his friends.

THE MARTIN-SENOUR COMPANY, Limited

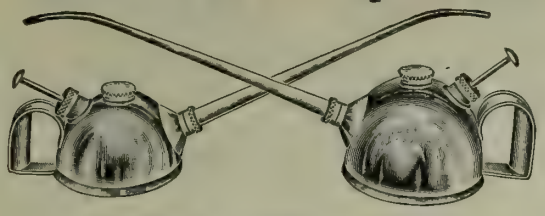
MONTREAL **Pioneers of Pure Paint** **CHICAGO**

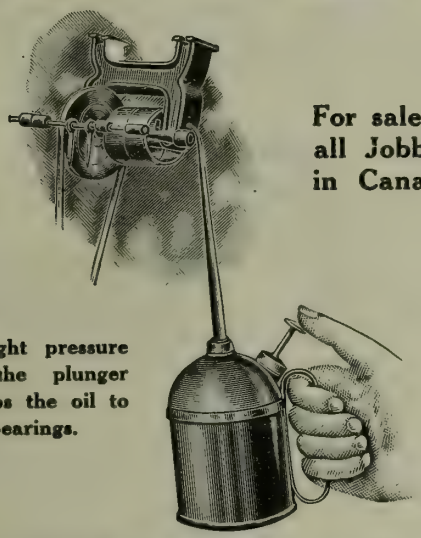
**The Winnipeg Paint and Glass Co., Ltd.
Winnipeg**

**The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.**



Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

STEAMBOATS

The first officially recognized steamboat was the Robert Fulton, but who would think of using the Robert Fulton to-day if she were in commission, with the Mauretania and Kronprinzessin Cecille available? We are the only ones in the Mauretania class.

The U.S. Government may have granted copyrights to the Lampblack Manufacturers years ago, but they have not only granted the Bear makers copyrights on their Germantown labels, but they USE the Bear Lampblack.

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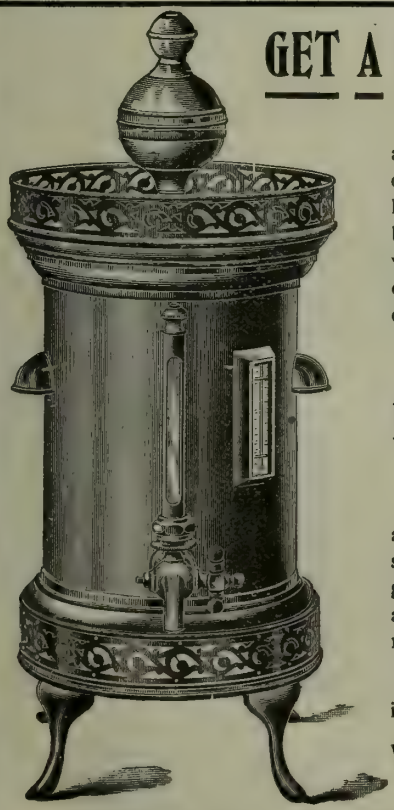


Look for the BEAR on the label if you want Real Lampblack

Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.
135 WILLIAM STREET : : NEW YORK CITY
E. FIELDING, Toronto Agent

GET A HUSTLE ON



and look up the owners of the cafes, lunch counters and boarding houses which are continually opening up in your district.

Our Restaurant Urns

are practical, handsome and durable goods that will stand any test or meet any requirement.

There's money, too, in them for you.

Write for illustrated Catalogue.

BUFFALO MFG. CO., BUFFALO, N.Y.
Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of, more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

MORE TRAPPING

will be done this fall than ever before. Get your share of the

PROFIT

by ordering now a complete stock of

ONEIDA COMMUNITY GAME TRAPS



NEWHOUSE, HAWLEY & NORTON, VICTOR and ONEIDA JUMP PATTERNS.

INTEREST THE BOYS

by making a window display. It will increase your sales. Many dealers have already asked for specifications and cards for their windows.

WRITE NOW

ONEIDA COMMUNITY, Ltd., Niagara Falls

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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43 EXCHANGE PLACE

NEW YORK CITY

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This Special Offer Will Appeal to You

THE FINANCIAL POST is Canada's weekly financial and investment newspaper. It publishes weekly summaries of stock market fluctuations, news of bond and debenture issues and values, real estate, mining and financial news generally. Its Editorial Comment and Special Articles are admitted by Canada's leading financial men to be interesting and authoritative and of great value to anyone interested in money or investments.

The regular subscription price of ***THE FINANCIAL POST*** is $3.00 per year, but to those who subscribe now we will mail ***THE FINANCIAL POST*** every week until January, 1911, for $3.00—giving the balance of this year free.

ENTER YOUR SUBSCRIPTION TO-DAY

THE FINANCIAL POST OF CANADA

TORONTO

YOUR LANTERN STOCK

should comprise nothing but the best Lanterns procurable.

EVERY Lantern turned out by us is GUARANTEED.

EVERY Tubular Lantern we make is fitted with Wright's RUBBER CRYSTAL GLOBE.



No. 4 Side Lift.

The only ORIGINAL Brass Well and Enamelled Body Cold Blast Lantern is made in our factory at Hamilton, Ont.

Write for catalogue of complete line of Lamps and Lanterns.

E. T. WRIGHT & CO., HAMILTON, CAN.

(Winnipeg agents—Herrick-Anderson Co., Winnipeg, Man.)

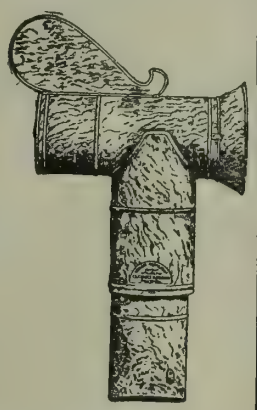
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Jan. 18th, 1909.

Messrs. J. W. Harris Mfg. Co., Ltd.
Montreal.

Gentlemen :—

Replying to yours of the 14th inst., as far as we are concerned your "J. W. Harris Rotary Ventilators" have always given entire satisfaction, and we are pleased to recommend them.

Yours truly,
Lariviere Incorporated,
591 St. Lawrence Boulevard.

Made by

THE J. W. HARRIS MFG. CO., LIMITED

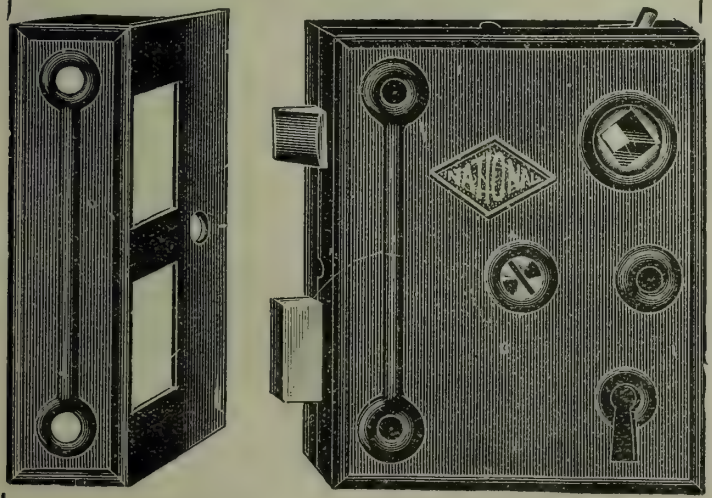
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Get Right With

The builders and contractors of your locality by selling them the

National Steel Rim Lock



The Only Steel Rim Lock Made in Canada

ASK YOUR JOBBER FOR THIS BRAND.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



Made in Canada

Island City Dry Colors

our

Permanent Reds
Vermilions
Greens
Blues
Yellows

are fully equal to imported colors. Duty on colors from

England	15%
United States	22½%
Germany	29.77%

Why Not Save the Duty?

P. D. DODS & CO.

Limited

MONTREAL, - QUEBEC

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT, at the same time BRINGING BUSINESS to the Dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt  **JOLIETTE and CYCLONE, also 2 and 3-Ply Sheathing.**

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb .. 0 08 0 08½

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 20
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening hot water radiator valves, 70 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union bows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 50
Cut lengths, round, bars, ½ to 2 in...	21 00	
Plain sheets, 14 oz	21 00	
Plain, 16 oz., 14x48 and 14x60	20 00	
Tinned copper sheet, base	23 00	
Planished base	26 00	
Braziers' (in sheets), 4x8 base...	20 00	

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2 ..		22 00
Middlesboro, No. 3 pig iron..	19 00	21 00
Summerlee, No. 2 " ..	20 50	23 00
Carron, special	20 50	
Carron, soft	20 25	
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 00
Radnor, charcoal iron	32 00	32 50
Deseronto charcoal iron	24 00	24 00
Ayresome, No. 3		20 00
Ferro Nickel pig iron (800)		25 00
Angles, base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron	2 00	2 10
Refined "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
30x28x80	8 90	8 70
" "	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c extra.

Apollo Brand. (F.O.B. Toronto,

24 gauge, American		3 25
26 " "		3 40
28 " "	(equal to 26 English)	3 85
10½ oz.	" 28 "	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 89	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; Extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers	0 08½	0 09

LEAD.

	Montreal	Toronto
Domestic (trail) pig, per 100 lb	3 60	3 60
Imported Pig, per 100 lb	3 70	3 70
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c.
Lead waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 25	6 75
Part casks	6 50	7 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 50 32 50

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base		5 00
I X "		6 00
I X X "		7 00
I X X X "		8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base		4 25
I X, 14 x 20 "		5 00
I XX, 14 x 20 "		5 5

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets		7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	6 75
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 1, $3.50; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 35c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o b. Montreal — 100 Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50 14, $3.10. In car lots straight or mixed.

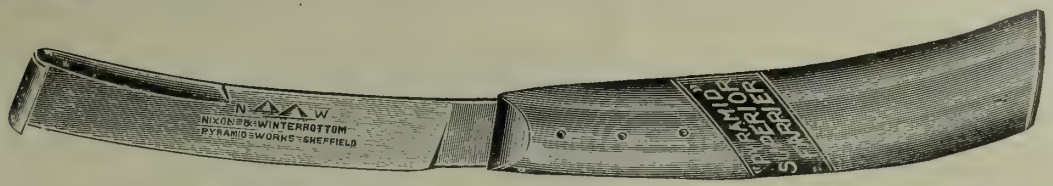
POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5 c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.65, per 100 sq. ft.; in 50-ft. rolls, $1.70, per 100 sq ft.

WIRE FENCING

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for for carlots.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.

Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

READYMIXED

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25
Genuine, 100 lb. kegs, "	4 75
No 1, casks, per 100 lbs	3 75
No. 1, kegs, per 100 lbs	4 25

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13½	
Water white "	0 15½	
Pratt's astral "	0 17½	
Castor oil, per lb	0 08	0 08½
Motor Gasoline single bbls	0 16½	
Benzine, per gal single bbls	0 15½	
Turpentine, single barrels	0 78	0 80
Linseed Oil, " raw	0 73	0 72
" " boiled	0 76	0 75

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00
Stovepipe varnish, ½ pints, per gross		8 00

Beeswax, per lb., 40 cents.

Pine tar, half pint tins, 60 cents per doz.

Plaster of Paris, per bbl., $2.30.

Pure white shellac varnish, in barrels 1 75

Pure orange " " " 1 70

No. 1 orange " " " 1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 80 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 75	6 00
Elephant Genuine	5 75	6 00
Lily Pure	5 40	5 55
Tiger Pure		5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's O.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1. " "	0 07
No. 2. " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	16 00 22 00

AXES AND HATCHETS

Single bit, per doz.	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ba'l, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10,10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off

Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., ½ to 6c.

Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces, "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	05
2 Ply complete, per roll	25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 16

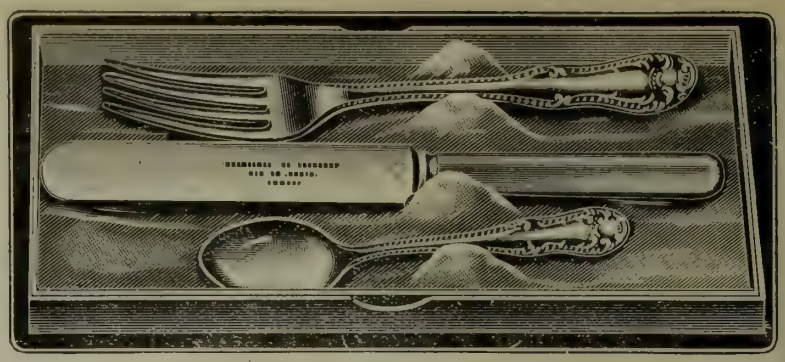
GIFT-HUNTING RELATIVES

will be grateful to you for the suggestion that the child's

3-piece Set

(see cut)

is just what they want. Each article is heavily plated with pure silver and very artistically finished. Send for complete catalogue.



McGLASHAN CLARKE COMPANY, Limited - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	8 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz..... 2 20
Bevel edge, 1 inch, doz 2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream can s and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs..... 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ¼ lb., doz	4 50
Machinists, ¼ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	11 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.
Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.65; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	2	25
Universal meat chopper No. 1	1	15
Enterprise chopper, each	1	30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil camp stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitæ, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 13 inch, $3 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1¼ inch	3 35
1½ inch	3 05
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	2000
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and strops, 50 per cent.		
Ever Ready Safety		



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	30
Mattress twine per lb	0 33 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb	0 32½

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p c.

SCREEN DOORS AND WINDOWS	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 50; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65 1 00
North Bros., No. 30 per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Red, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	16 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822 66 ft. ea.	1 10
" Metallic No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p r cent

TINNERS' SNIPS.

Discount 35 per cent

TINNERS' TRIMMINGS.

Discount 45 per cent
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent

Acme Steel Goods Co. 35
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Atlas Mfg. Co. 25
Aylmer Pump and Scale Co. 16

Barber Asphalt Paving Co. 18
Barnett, G. & H. Co. outside back cover
Bemis & Call Hardware & Tool Co. 36
Boker, H. & Co. outside front cover, 36
Boston & Lockport Block Co. 27
Bowser, S. F., & Co., Ltd. 71
Brandram-Henderson, Ltd. 66
Brantford Roofing Co. 23
Bregent, A. E. 23
Brown-Boggs & Co. 70
Bryan, Thos., Ltd. 17
Buffalo Mfg. Co. 71
Burrow Stewart & Milne Co., Ltd. 22 27

Cameron & Campbell 25
Canada Foundry Co. 16
Canada Metal Co. 8, 26
Canada Paint Co. 68
Canada Screw Co. 8
Canada Steel Goods Co. 10
Canada Wire Goods Mfg. Co. 30
Canadian Pacific Railway Annual Ex. 34
Canadian Hart Wheels 25
Canadian Logging Tool Co. 36
Canadian Rubber Co. outside back cover
Canadian Sales & Mfg. Co. 26
Carter-Crume Co. 25
Caverhill, Learmont & Co. 13
Chicago Flexible Shaft Co 11
Chicago Spring Butt Co. 1
Clare, Little & Co. 25
Clauss Shear Co. 77
Collins Mfg. Co. 25
Copp, W. J., Sons & Co. 61
Coulson & Blakie 25
Covert Mfg. Co. 26

Davidson, Thos., Mfg. Co. 21
Decatur Bull & Co. 30
Dieckmann, Ferdinand 33
Directory of Manufacturers 25, 26
Disston, Henry, & Son 6
Dods, P. D. & Co. 73
Dominion Cartridge Co. 38
Dominion Wire Mfg. Co. 15
Dorken Bros. outside front cover, 34
Dougall Varnish Co. 69
Dowswell Mfg. Co. 80
Dubuc, L. E. 24

Enterprise Mfg. Co. 2

Ford Auger Bit Co. 24
Frothingham & Workman, Ltd. 4

Galt Art Metal Co. 31
Gendron Mfg. Co. 29
Gibb, Alexander 28
Gilbertson, W., & Co. 33
Gourack Ropework Co. 25
Greening, B., Wire Co. 10
Grove Chemical Co. 24
Gurney Foundry Co. 19
Gutta Percha & Rubber Mfg. Co. outside back cover

Hallam, John 25
Hamilton Bridge Co. 14
Hamilton Cotton Co. 30
Hamilton Rifle Co. 32
Hamilton Stamp & Stencil Works 23
Hanson-Tilley, J. H., Co. 34
Harris, J. W., Co. 73
Hart & Cooley 17
Heinisch, R., Sons Co. 33
Henphill, T. W 25
Hingston Smith Arms Co. 61
Hobbies, Ltd. 27
Howland, H. S., Sons & Co. 5
Hoyle, Robson, Barnett & Co. 63
Hutton, Jas., & Co. 24

Imperial Varnish and Color Co. 65
International Varnish Co. 67

Jack, Watson, & Co. 24
James & Reid 25
Jardine, A. B., & Co. 33
Jessop, Wm., & Son 24
Johnson's, Iver, Arms and Cycle Works 63
Jones Bros. 26

Kains, J. M., & Co. 25
Kemp Mfg. Co. 38
Kerr Engine Co. inside back cover

Langwell & Sons 25
Leslie, A. C., & Co. 63
Lewis Bros., Ltd. 7
Lion Metal Co. 16
Lockerby & McComb 10
London Foundry Co. 28
London Rolling Mill Co. 63
Lufkin Rule Co. inside back cover
Lysaght, John outside front cover

McArthur, Alex., & Co. 74
McBrien Mfg. Co. 30
McClary Mfg. Co. 18, 21
McDougall, R., Co. 16
McGlashan-Clarke Co., Ltd. 76
McKinnon Dash & Metal Works Co. 32

Manufacturers' Sales Co. 24
Maple City Mfg. Co. 71
Martin, S. B. 30
Martin-Senour Co. 70
Maxwell, D., & Sons 7
Metal Shingle and Siding Co. 26, 31
Metallic Roofing Co. 2
Montreal Rolling Mills Co. 65
Moore, Benjamin, & Co. 67
Morin, Chas. 34
Morris & Bailey Steel Co. 14
Morrison, James, Brass Mfg. Co. 29

National Hardware Co. 73
Newman, W., & Sons 25
Nicholson File Co. 79
Nickel Plate Stove Polish 27
Nixon & Winterbottom 75
North Bros. Mfg. Co. 1
Nova Scotia Steel and Coal Co. 63

Oakey, John, & Sons 33
Oneida Community 72
Ontario Lantern and Lamp Co. 12
Ontario Wind Engine and Pump Co. 29
Orford Copper Co. 72
Oshawa Steam and Gas Fittings Co. 24
Otterville Mfg. Co. 16
Owen Sound Wire Fence Co. 72

Parmenter Bullock Co., The 25
Pearson, Geo. D. & Co. 26
Pease Foundry Co. 59
Pedlar People of Oshawa 30
Pelton, Godfrey S. 69
Penberthy Injector Co. 28
Peterborough Lock Co. inside back cover
Pink, Thos. 9
Plymouth Cordage Co. 28

Ramsay, A., & Son Co. 69
Record Foundry Co. 22
Robertson, Jas., Co., Montreal 14
Rodgers, Jos., & Sons 24
Ross Rifle Co. 80
Ryan, Robt. Co 27

Samuel, M. & L., Benjamin, & Co. 6
Seymour, Henry T., Shear Co. 33
Sharratt & Newth 33
Sherwin-Williams Co. 61
Simonds Mfg. Co. 29
Simonds Canada Saw Co. 17
Smith Hardware Co. 36
Stairs, Wm., Son & Morrow 79
Standard Chain Co. 14
Standard Paint and Varnish Co. 69
Star Expansion Bolt Co. 15
Steel Trough and Machine Co. 34
Stephens G. F. 59
Stevens-Hepner Co. 23
Stewart, Jas., Mfg. Co. 20
Still, J. H., Mfg. Co. inside back cover
Taylor-Forbes Co. outside front cover
Terry, Herbert, & Sons 15
Thompson, B. & S. H., Co. outside back cover, 35
Thompson & Gunn 26
Toronto Furnace and Crematory Co. 34
Toronto Plate Glass Importing Co. 30

U.S. Fire Protection Co. 16
U.S. Steel Co 37

Want Ads. 57
Warren Mfg. Co. 25
Watson Jack, & Co. 24
Wostenholm's Cutlery 17
Western Wire and Nail Co. 34
White Mop Wringer Co. 34
Whitman & Barnes Mfg. Co. 9
Wiebusch & Hilger, Ltd. 25
Wilckes, Martin & Wilckes 71
Winnipeg Ceiling and Roofing Co. 59
Winnipeg Paint and Glass Co., Ltd. 61
Wright, E. T., & Co. 72

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Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Ash Sifters
The McBrien Mfg. Co., Ltd., Toronto

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Bartlett, Wm., & Son, Toronto

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Star Expansion Bolt Co., New York

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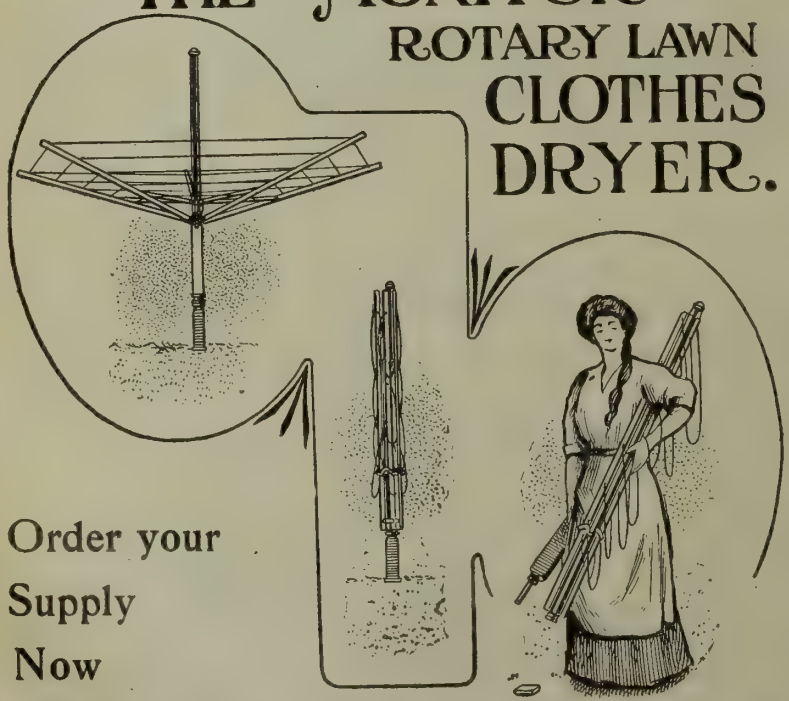
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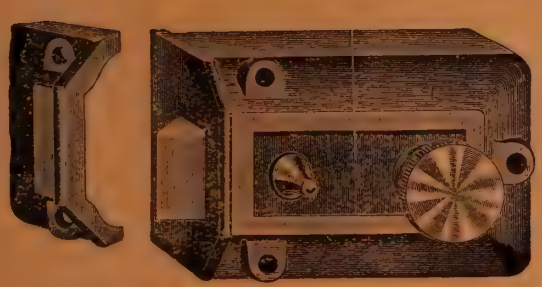
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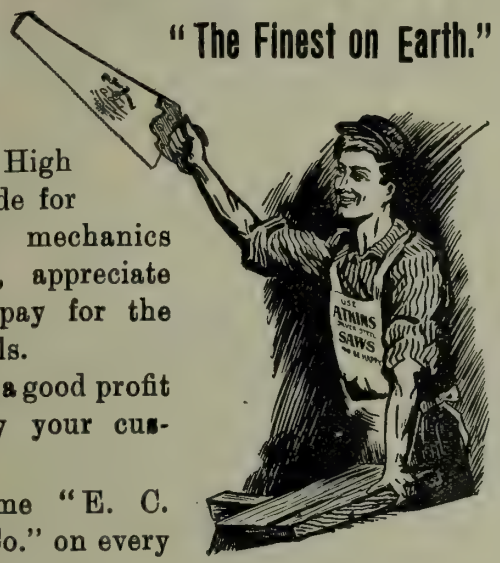
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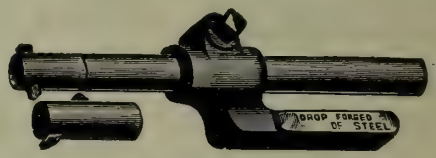
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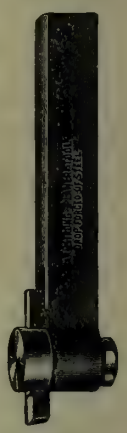
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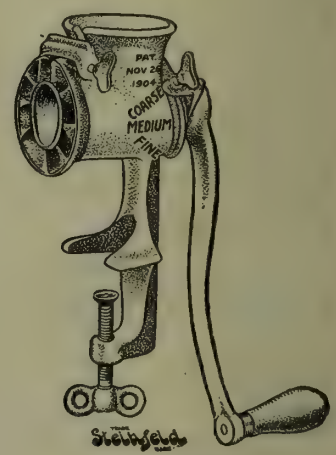
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IS A RELIABLE LINE

At Low Cost

Each Piece is an Example of Beautiful Die Work - Perfect in Every Detail—Designs are Up-to-date.

5 oz. Plate on 18% Nickel Base.

GUARANTEED
TO GIVE PERFECT
SATISFACTION



KENWOOD PATTERN

WILDWOOD PATTERN

KENWOOD and WILDWOOD

PATTERNS CAN BE SUPPLIED IN

Tea Spoons, Dessert Spoons, Table Spoons, Dessert Forks, Table Forks, Coffee Spoons, 5 O'clock Tea Spoons, Berry Spoons, Sugar Shells, Sugar Tongs, Cold Meat Forks, Cream Ladles, Gravy Ladles, Soup Ladles, Pie Servers, Butter Knives, also Medium and Dessert Knives, in both Solid and Hollow Handle Styles.

TIPPED PATTERN CAN BE SUPPLIED IN Tea Spoons, Dessert Spoons, Table Spoons, Dessert Forks, and Table Forks.

Wholesale Distributors

CAVERHILL, LEARMONT & CO.

MONTREAL AND WINNIPEG.

"If Maxwell Made It It's All Right."



That's the reputation our Washing Machines, Churns, Lawn Mowers and other hardware specialties bear throughout the country.

That's why the Maxwell line sells so well.

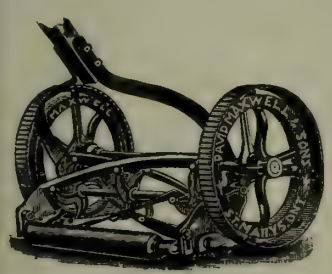
That's why dealers who handle Maxwell machines find them good advertisements.

Maxwell's latest is the

Champion High Speed Washer

It has all the good features of our famous "Puritan," with a new "momentum" driving mechanism. The heavy balance wheel, revolving 4 times for every stroke of the lever, makes the "Champion" run very smoothly and easily. Get some in your store for customers to examine.

Maxwell Lawn Mowers

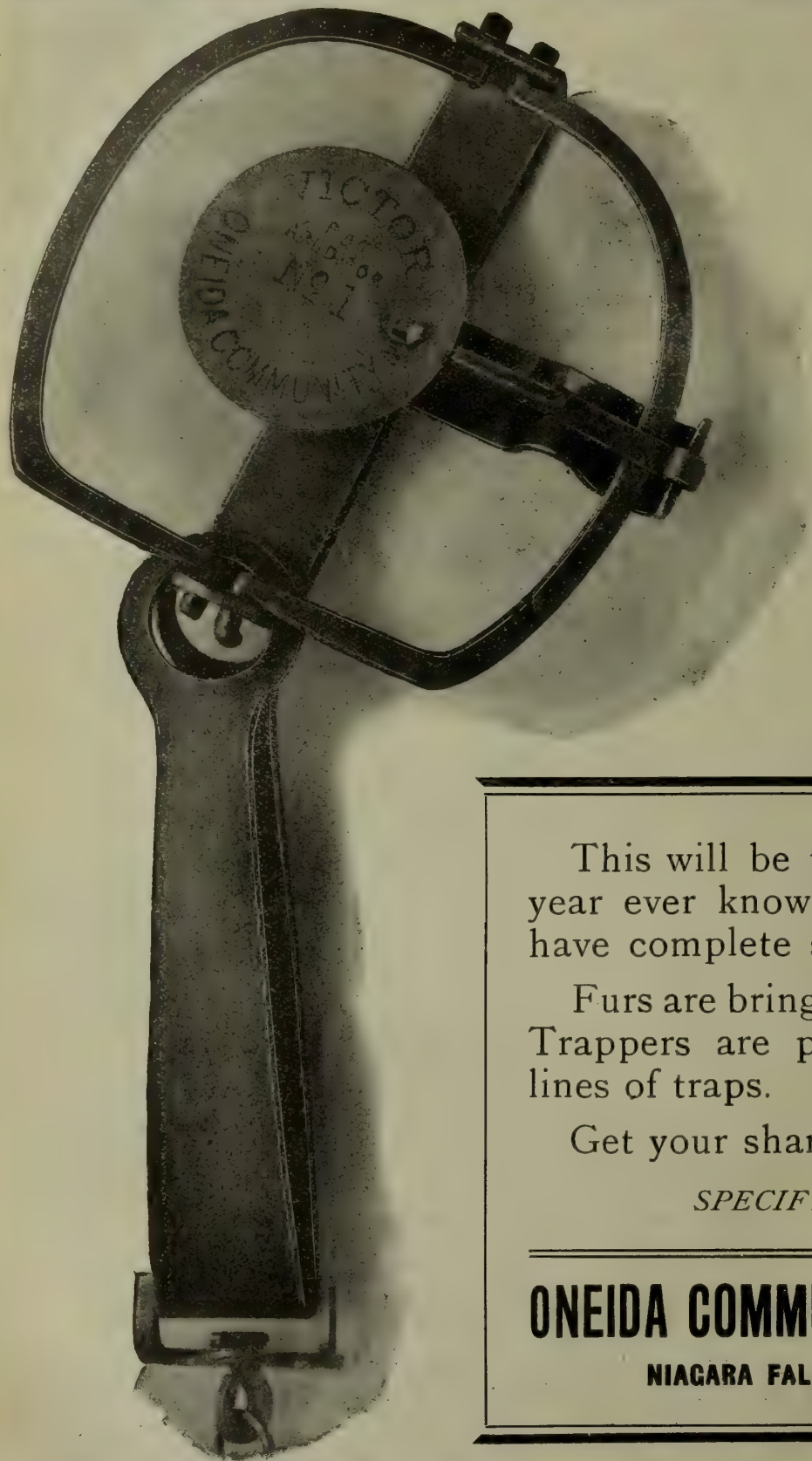


stand out prominently as the best made on the market. They are made with cold rolled steel shafts, crucible steel cutter knives and plates, and in all details from the best procurable material. In easy running and long wearing qualities they are leaders.

Write for particulars, sizes and prices.

DAVID MAXWELL & SONS,
ST. MARYS - - - ONTARIO

ONEIDA COMMUNITY GAME TRAPS



Newhouse,
Hawley & Norton,
Oneida Jump
and
Victor Patterns

43 Sizes

This will be the largest trap year ever known. Be sure to have complete stock this Fall.

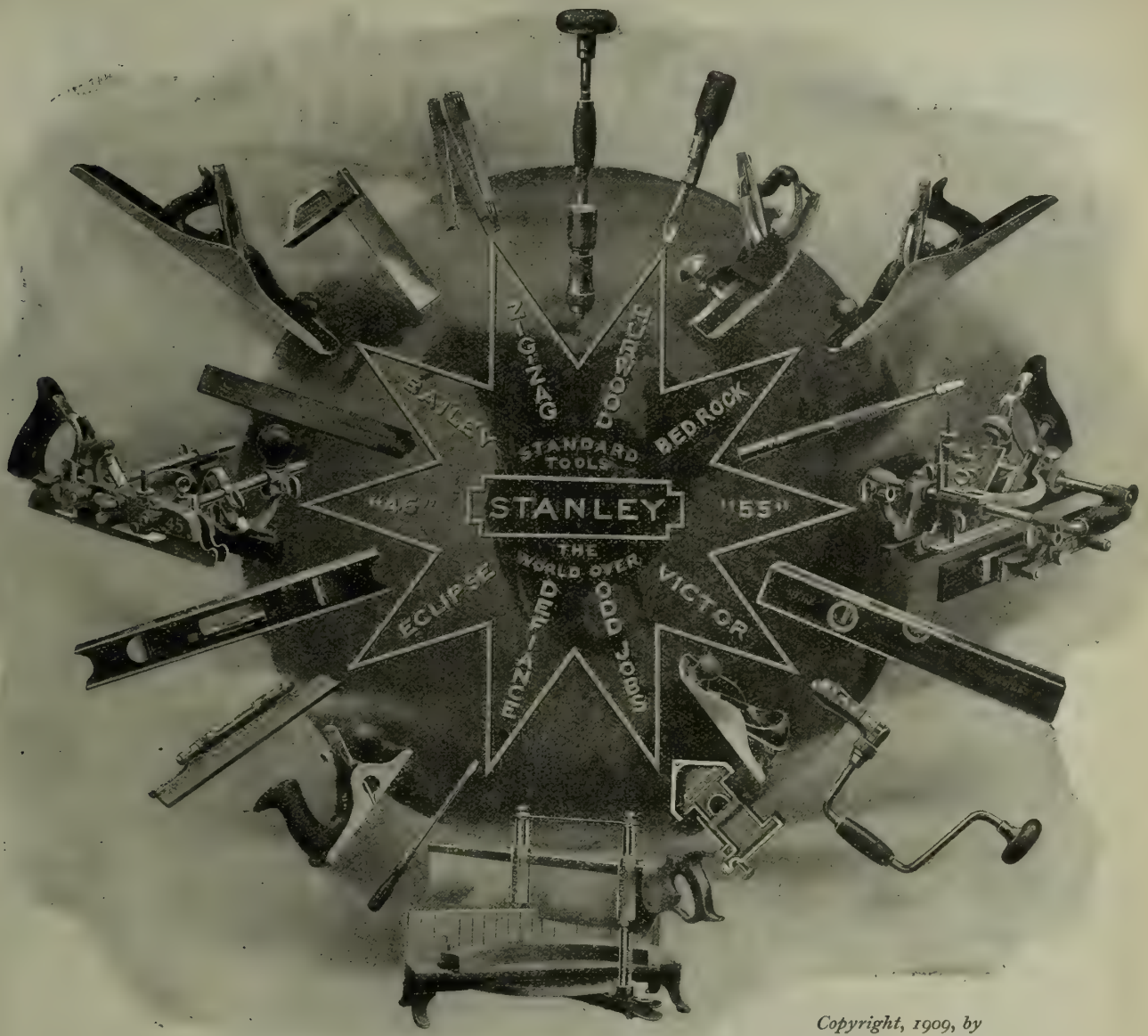
Furs are bringing high prices. Trappers are planning bigger lines of traps.

Get your share of the trade.

SPECIFY NOW

ONEIDA COMMUNITY, Limited

NIAGARA FALLS, ONTARIO



Copyright, 1909, by
The Stanley Rule and Level Company

Stanley Tools

WE call the attention of the jobbers and hardware dealers of Canada to the fact that we are prepared to ship from our *Canadian works* all numbers of "Stanley" and "Bailey" Iron and Wood Bench and Block Planes; also the most complete line of Ratchet and Sleeve Bit Braces ever put on the Canadian market.

¶ As fast as practicable we expect to increase the output of this plant to include all tools shown in our catalogue. ¶ The same careful attention as to detail—both as regards workmanship, material and inspection, will be given these tools as is given the tools made in our home works.

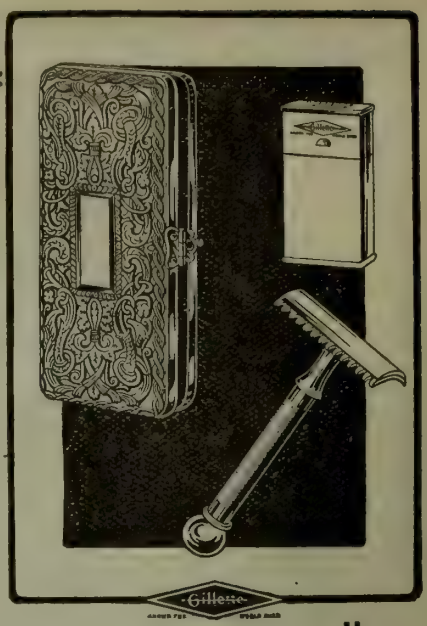
¶ Every tool we manufacture carries with it the guarantee of a company which has been in business for over half a century.

ALL CORRESPONDENCE SHOULD BE ADDRESSED TO

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED



Are Your Gillettes Getting a Chance

to sell themselves for Christmas presents? You'll be surprised, and pleased, too, to see how many of them will succeed, if you give them a fair show—in display and salesmanship.

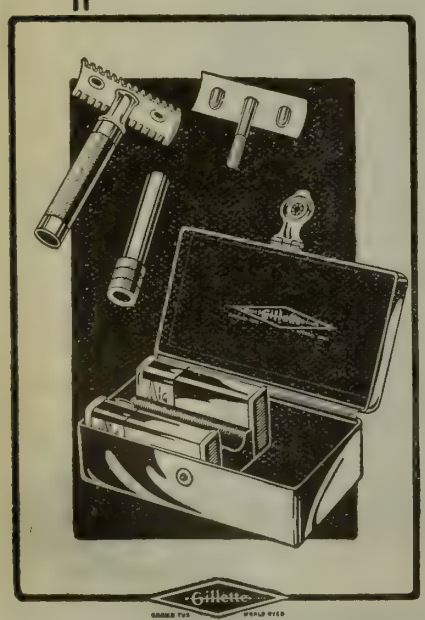
You know how hard it used to be to satisfy the Christmas shopper who was looking for a good, sensible gift for a man. The GILLETTE fills that gap in your stock to perfection.

The GILLETTE is a gift worth while—at a price that just suits the average purse. Gold or silver plated or gunmetal finished cases, with handle to match, the GILLETTE is as handsome as a piece of jewelry. It's a personal convenience to the man who receives it, every day in the year. It is absolutely the best razor in the world.

Have you anything else in your store, at $5.00 or anywhere near it, which will give a man so much pleasure and genuine satisfaction?

Have you anything else in your store which insures you a steady and profitable future trade, like the trade in GILLETTE blades?

Make the most of the splendid opportunities for GILLETTE business which this Christmas season offers. Keep the GILLETTE in the lime-light, where it deserves to be, and it will not disappoint you.



Don't forget the GILLETTE signs. Thousands who have read our advertisements are looking for the stores which display them.

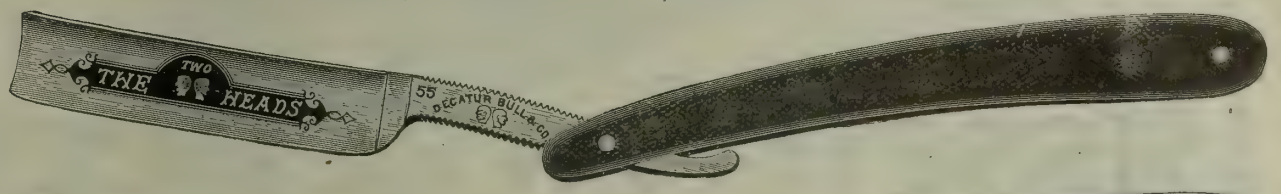
We are filling orders as fast as our factory, working night and day, can turn out the goods. If your stock is light order at once, so as to be in time.

The Gillette Safety Razor Company of Canada, Limited

Office and Factory - 63 St. Alexander Street, Montreal

All Two Head Brand Razors

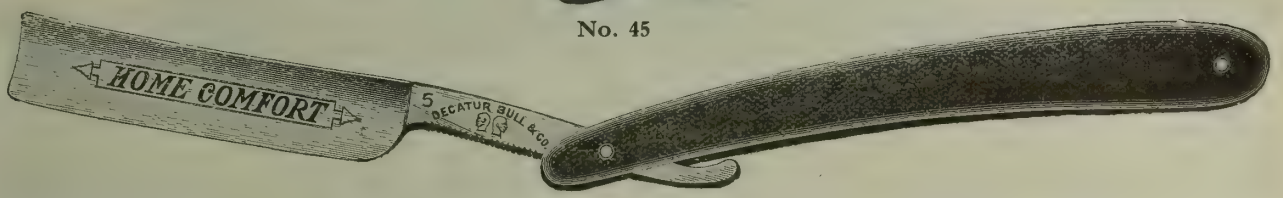
ARE PERFECT IN MATERIAL, GRINDING AND FINISH



No.55



No. 45



No. 5 (Was No. 100, known to many buyers.)

MADE IN ALL SIZES. SQUARE AND ROUND POINT

ASK YOUR JOBBER FOR TWO HEAD RAZORS. IF NOT IN STOCK, WRITE

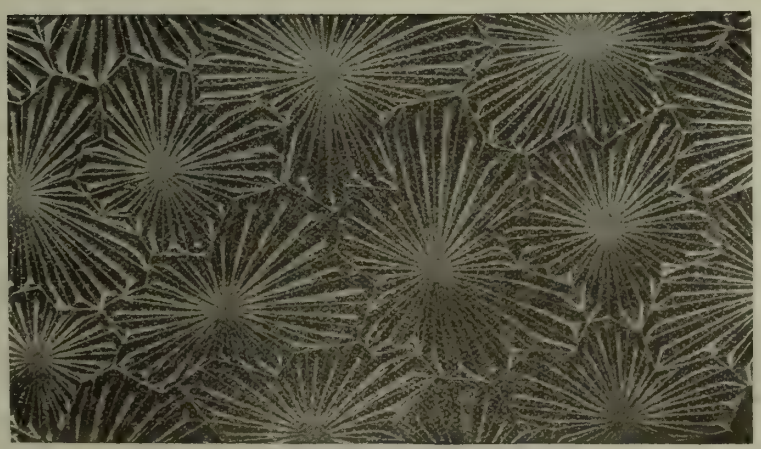
DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

For Catalogue and Prices.

FIGURED GLASS

We can supply this Pattern in White, Pink, Amber and Green. Prompt Shipment a Specialty



LARGE MURANESE

We have a large and well well-assorted stock of figured glass, and can make shipments same day order is received if desired.

Send us your next order.

The HOBBS Manufacturing Co., Limited

WAREHOUSES AND FACTORIES

TORONTO LONDON WINNIPEG

How the Tremendous Advertising

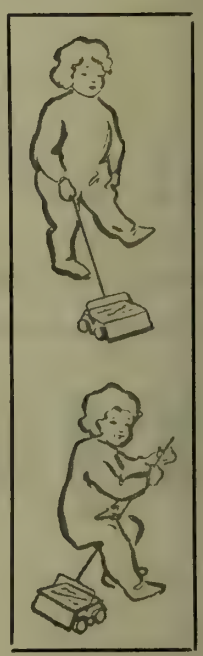
of the

Bissell Sweeper

Swells the Demand for the Dealer

¶ All the best advertising experts of the country agree on the proposition that only an article of genuine merit can justify a large advertising appropriation year after year.

¶ Measured by this standard the Bissell Sweeper occupies a conspicuous position among advertised articles, as it has been advertised continuously for thirty-three years, during which time the demand has constantly increased until to-day the Bissell is the acknowledged leader throughout the world. This is not a mere claim, but a fact fully understood by every one knowing anything about the carpet sweeper industry.



¶ Our advertising is not sporadic or spasmodic, but universal and continuous, and our customers get the benefit of this through the demand we are creating for our goods. Our advertisements are carried in all the high-grade magazines of large circulations, with an aggregate circulation of over 20,000,000, covering the reading population of the United States and Canada.

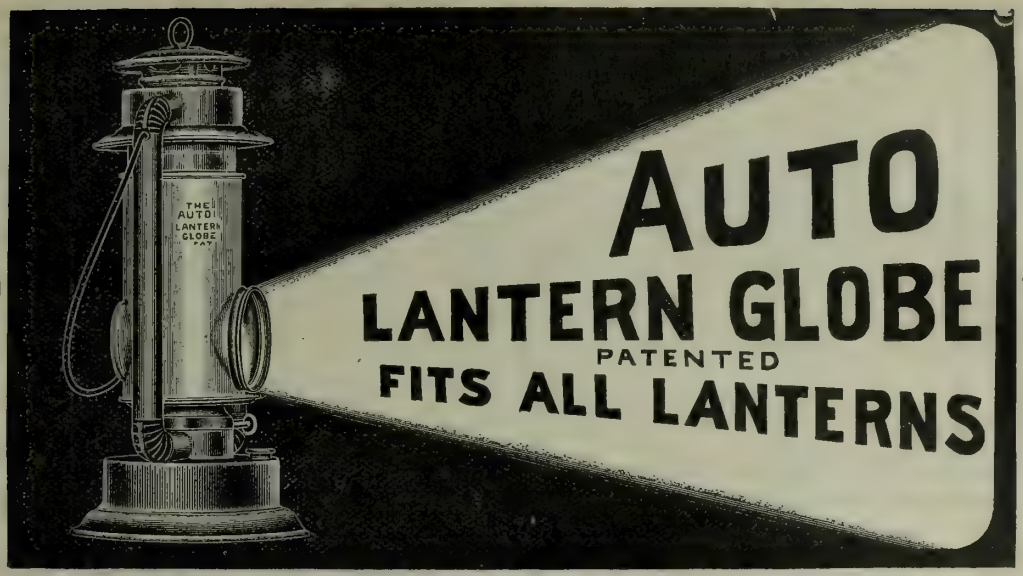
Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

(The Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World.)

BRANCHES:

New York (Eastern Office, Salesroom and Export Dept.), 25 Warren St.; Niagara Falls, Canada, Factory; Paris, France; London, England.



Order by name—all wholesalers

More Light

No More Broken Globes

Fitted Complete with Auto Lens and Mirror Reflector Ready for Use.

$4.00 per dozen F.O.B. Factory

AN IDEAL LIGHT FOR

Miners, Prospectors, Driving, Farms, Fishermen, Steamboats, Railways, Contractors, Fire Depts., Factories

(Packed 1 doz. to case)

Manufactured in Canada by

The SCHULTZ MFG. CO., Ltd.

HAMILTON, :: CANADA

United States Factory
Buffalo, N. Y.

A. H. BRITTAIN & CO.
Selling Agents, Montreal



Thousands of Lives

sacrificed every year in fires could have been avoided if the

DAVY AUTOMATIC FIRE ESCAPE

had been installed. It is equally efficient in any building. Its action is simple and it cannot go wrong. Awarded the $100 prize in the recent Commercial Travellers' Contest. A line you can demonstrate and handle with good profit.

Write for Booklet

U. S. FIRE PROTECTION CO.
Utica, N.Y., U.S.A.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.



"LION BRAND"



Manufacturers of and Dealers in

Solders — Wiping, Bar and Wire
Leads — Pig, Caulking
Babbitts.
Tin — Block and Strip
Zinc Spelter,
Antimony.

The Lion Metal Co., Montreal

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO. LIMITED

Galt, Canada

"THE ALYMER ADJUSTABLE BASE LIFT PUMP"



This pump is fitted with our Adjustable Base and will accommodate itself to any and all surroundings. By this arrangement the spout can be instantly adjusted to any height above the platform, has our Siphon Spout and Reservoir Head, long heavy Handle with large Polished Steel Bolts, which insures Long Life and a Smooth-working, Noiseless Pump. This also makes a very desirable Pump for Drilled Wells.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

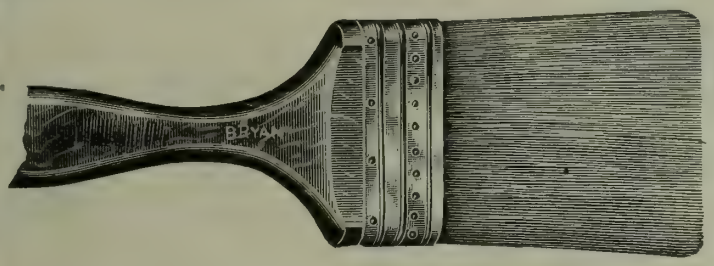
Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Don't Place Your Spring Order

For BRUSHES, BROOMS and WOODENWARE until you have seen our exhibit at the Retail Hardware Convention at London in February. We shall be showing a complete line of our goods, which will be found to meet every requirement. It will be to your advantage to wait. Prompt delivery guaranteed.

Thomas Bryan, Limited, London, Ontario

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

WOSTENHOLM'S CUTLERY

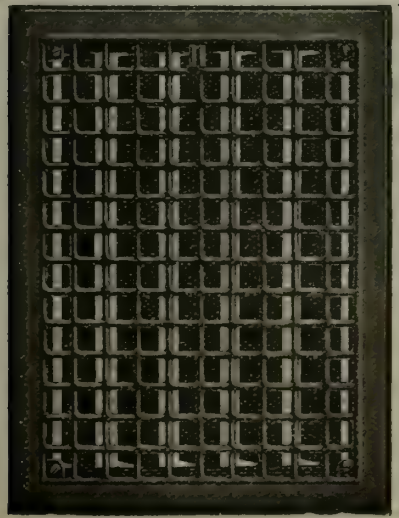
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HARE & COOLEY Co.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.



"Early Breakfast" Cooker

—for all kinds of cereals.—

Try a few and see them sell.



Now made in three sizes.

Order Now.

McCLARY'S

London Montreal | Toronto Winnipeg | Vancouver Hamilton | St. John, N.B. Calgary



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater With Its New 1909 Dress

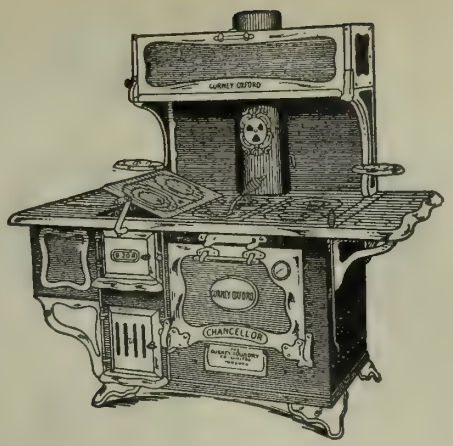
Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.
The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been redressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.
Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

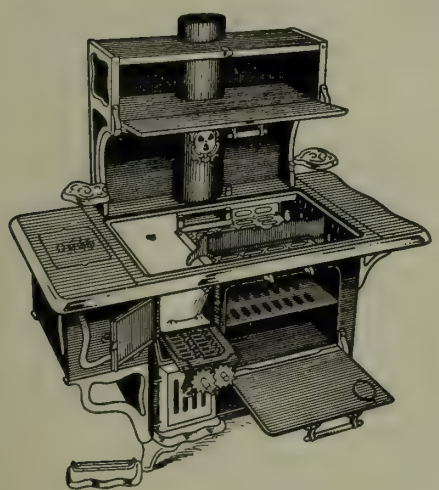
The Burrow, Stewart & Milne Co., LIMITED

Hamilton, Canada

The Dealer Who Sells the "Chancellor" Steel Range is the Man with the Best Stove Argument



That's a strong statement considering that now-a-days there is such a galaxy of stoves offered. However, what we say is based on facts. The Chancellor Steel Range is to-day without an equal. Its beauty of design is quickly appreciated and that whereby your customer will more readily hear your story. Then the inner workings of this range invariably convince the customer you talk quality—and the goods prove it. You talk efficiency—and you take each factor as you have it in the "Chancellor,"—reversible grate that gives a clear fire—that is quickly removed without disturbing linings—round cornered firebox—flue strip that guarantees a perfect baking oven. That and the rest is pretty good talk, Mr. Dealer, and when conscientiously given it always gets the sale. Think it over, Mr. Merchant—follow the best stove sign—it brings you just what your trade needs.



GURNEY-OXFORD

THE

GURNEY-FOUNDRY CO., Limited

TORONTO, HAMILTON, MONTREAL, WINNIPEG,
CALGARY, EDMONTON, VANCOUVER

GARNET "GOOD CHEER" RANGES

With 20-inch oven and 4 or 6 hole top



This is a range for farm or city trade

All cast linings.

Duplex grates.

No back grate rest to warp or burn out.

Fireback well ventilated and long lasting.

Key-plate top with lever lift.

Nickel all removable.

Handsome design and best finish.

Works to perfection.

Price right.

We also have the smaller size (No. 9-18) which has firmly established itself in public favor during the past two years.

Let Us Hear From You.

The James Stewart Manufacturing Company, Ltd.

Woodstock, Ontario

Western Warehouse: 132-4 Portage Ave. East, Winnipeg, Manitoba

A Presentable Line



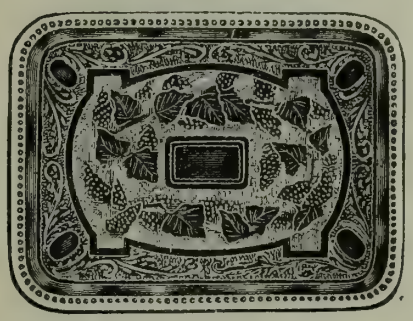
OVAL

ASSORTED DESIGNS
Three sizes, inches 14, 16, 18
SCALLOPED DESIGN
Three sizes, inches 14, 16, 18

We also have in stock Nickel-plated Bread Trays, Crumb Brushes and Trays, Silver Lined Tea and Coffee Pots in all sizes.

SILVER PLATED TRAYS
"CARPATHIAN"

ASSORTED DESIGNS
OBLONG
Four Sizes, inches 12, 14, 16, 18



Write for Prices



ROUND

ASSORTED DESIGNS
Two sizes, inches 12 and 14
SCALLOPED DESIGN
Two sizes, inches 12 and 14

ROUND MARVEL TRAYS
Tin, Nickel-plated
A cheap line, 13 inches diameter

The THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

The "Famous" Base Burner



—Here it is—

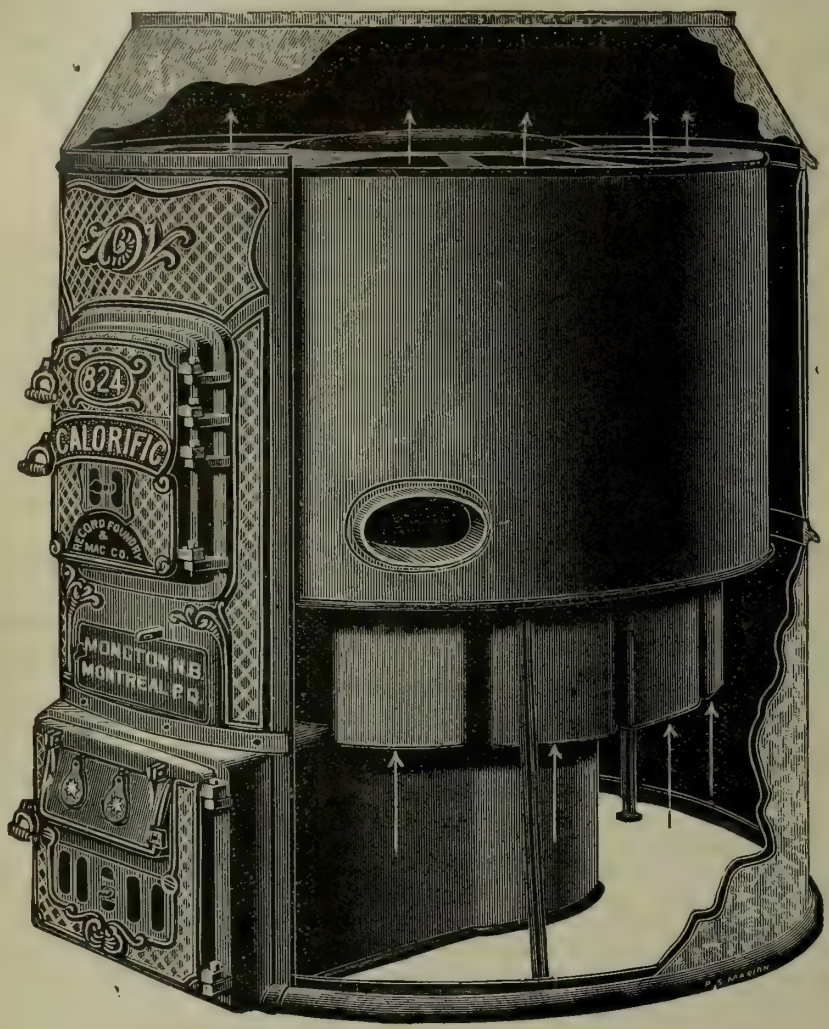
You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.
Montreal, Winnipeg, Hamilton, Calgary.

This is the Furnace referred to in last week's issue (Nov. 27), pages 46 & 47



The Calorific is the Acme of Modern Scientific Furnace Construction.

Here are its leading features:

Positive circulation of warm air.

Cold Smoke pipe ensuring no waste of heat or fuel.

It has More Radiation than any other furnace on the market and will last longer.

If our furnaces do not accomplish all that we claim we refund your money. What more could any firm do ?

We have a complete line of Stoves and Ranges that dominate the market in price and quality.

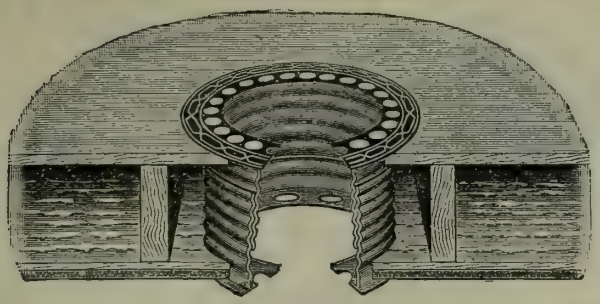
The Record Foundry and Machine Co.

Montreal and Moncton, N.B.

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver and St. John's, Nfld.

WRITE FOR PARTICULARS

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

The Sliding Furniture Shoe for Metal Beds



Pat. Feb. 9-09.



For metal beds, round or square posts, these Wishbone Bushing or long steel stems used in connection with Cone Washer, will retain itself centrally and can easily be removed. Made so as to fit any size of post. The ball and socket principle of joint allows Shoe to adjust itself to uneven surfaces, hence the shoe will slide where castors will not roll. Do absolutely no damage to hardwood floors, carpets or matting.

Ask your jobber. If he cannot supply you write us for free circular and discounts.

Eastern Representatives; Coulson and Blaikie, Montreal, Que.
Western Representatives; G. W. Endress, Winnipeg Man., E. R. Bollert, Vancouver, B. C.

Onward Manufacturing Co., Berlin, Ont. and Menasha, Wis.

MORRILL'S NO. 3 & 4 SAWSETS



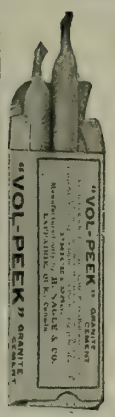
Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

"VOL-PEEK"



GRANITE CEMENT

Mends Holes in Pots and Pans.

For mending holes in Agate, Iron, Aluminum, Copper, Tinware, Graniteware, in fact anything with a hole in it, VOL-PEEK has no superior. Not a glue or paste—like putty, in a stick, two sticks to a box.

Sells at 25c. a box. 2 sticks mend 50 holes.
Great Seller Quick Sales Large Profits

Get Stock from your wholesaler, or direct from us.

H. NAGLE & COMPANY, Montreal, Que.

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted)
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
P. H. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.

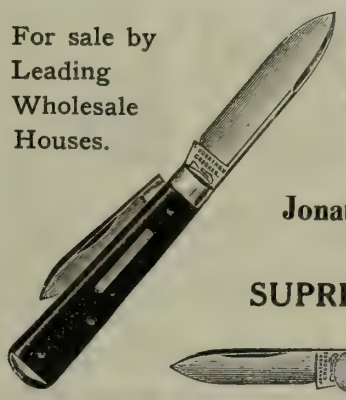


Royal Polishes

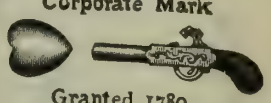
For satisfaction to the housewife who desires most value for her money, and for profit to yourself, push these Canadian-made polishes.

ROYAL POLISHES COMPANY
MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ
13th St., Newark, N. J.

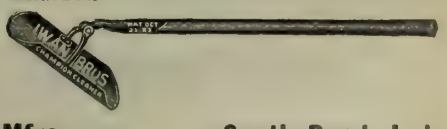
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make a neater and quicker job of your spout hanging than tin strips.



Holds the pipe firmly on all sides. 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work **Iwan's Adjustable and Stationary Drain Cleaners** are the most practical and labor saving on the market.

ASK YOUR JOBBER FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.

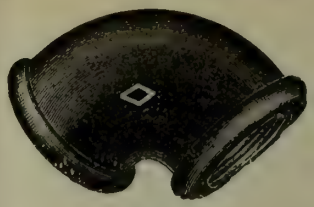
NEPTUNE UNRIVALLED
PATENT STEEL WIRE

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



DIAMOND BRAND FITTINGS

Always give satisfaction because they are perfect in fit, threading and finish.

WHOLESALE ONLY.

The Oshawa Steam & Gas Fittings Co., Ltd.

OSHAWA, - - ONTARIO

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William treet, Montreal, Que.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

THE HANDIHOOK IS A SURE SELLER

"DON'T LOOK FOR A HAMMER! DON'T SCREW IT IN!"
THATS WHAT TO TELL YOUR CUSTOMERS ABOUT IT.

Simply press the Handihook with your thumb. That's all it needs. Once up, it'll hold 10 pounds as easily as it does an ounce. And it won't disfigure your wall or woodwork.

For hanging the hundred and one things around the home, office, store or factory, the Handihook is the best hook ever devised. Can't be beaten for hanging pictures, signs, calendars, coats, waists, skirts, whisks, towels, reference books utensils, etc. Made in gun metal, nickel and antique copper.





WRITE US FOR PARTICULARS. SAMPLE ON REQUEST.

THE MANUFACTURERS' SALES CO.

Sole Distributers for Canada.
F. H. REID, Mgr. - - Birks Building, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



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American Shearer Mfg. Co., Nashua, N.H., USA
Webasch & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

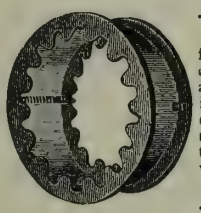
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FURS Do you trap or buy Furs? I am Canada's largest dealer, I pay highest prices. Your shipments solicited. I pay mail and express charges; remit promptly. Also largest dealer in Beefhides, Sheepskins, etc. Quotations and shipping tags sent free. 9
JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Corrugated, asbestosned, fire-proof stove pipe thimble, cast both ends, pipe resting against points or projections, impossible to get hot, the only real fireproof thimble made; send for catalogue of these and our other hardware specialties. Mfd. by
The COLLINS Mfg. Co., TORONTO

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R. B. COULSON
Manufacturers' Agent
454 St. Paul Street : : Montreal
Open to take on two or three factories wanting representation territory east of Toronto, including Quebec and Lower Provinces.
Connection with Wholesale Hardware Trade.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

MANUFACTURERS' AGENTS.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

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Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

MANUFACTURERS' AGENTS.

The Manufacturers Sales Co.
MONTREAL
Frederick H. Reid, Manager
Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

TRY A
Condensed Ad.
IN
Hardware and Metal

MANUFACTURERS' AGENTS.

THOMPSON & GUNN
333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

METAL PRODUCTS.

Estab. 1880 — Bell Tel. East 419
MONTREAL SMELTING AND REFINING WORKS
Geo. Langwell & Son, Montreal, Que., Can.
Smelters and Refiners of all Metal Products
Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.
Get Quotations

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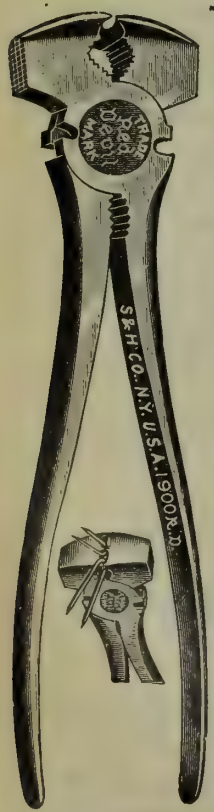
JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp — Best in Canada
Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto. Ont.
Phone, Parkdale 3188.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street, Toronto — 465 Temple Building, Montreal



1900 Staple Puller

3 PULLING POINTS

What it will do
Drive Staples
Pull Staples
Save Staples
Cut Wire
Straighten Wire
Stretch Wire

What it will save
Saves Wire
Saves Staples
Saves Old Fences
Saves Bending Wire
Saves Breaking Wire
Saves Buying Hammer
Saves Labor, Time and Money.

If your jobber cannot supply you, write us for illustration and prices.

Smith Hardware Co., Ltd.
Montreal, :: Can.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

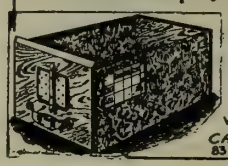
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.
ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

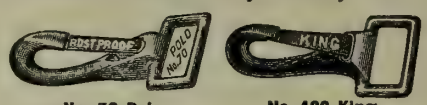
Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SNAPS.

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo — The Steel Spring Snap that has a "snap."
No. 400 King — The Snap without a peer.

SOLDER

HOW ABOUT SOLDER?
Our Phone No. is Main 1729
We will be pleased to quote you
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STEEL TANKS.



MAPLE EVAPORATORS
at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.
Agents Wanted
The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

STOVE REPAIRS.

Phone College 4877
JONES BROS.
346 Christie St., Toronto
Stove Brick — Stove Castings
Fire Clay — and Water Fronts
Asbestos Cement
Brick for Fire Places

TOOLS.

TOOL HOLDERS
For LATHES and PLANERS
Allkinds—All sizes.
ARMSTRONG BROS. TOOL CO.
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CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
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WIRE GOODS.

Buy your
WIRE GOODS
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CANADIAN SALES & MFG. CO
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MONTREAL

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Oshawa Metal Ceilings
Fit for the finest building. Cost little enough. Reduce fire-risks. Two thousand designs for stores, halls, warerooms, churches, residences, etc. Write for handsomely illustrated book showing exclusive Pedlar designs.
PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

JAMES HOWARTH & SONS, LTD.

Broomspring Works, Bath St., Sheffield

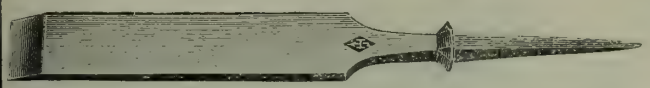
CORPORATE MARK

MANUFACTURERS OF

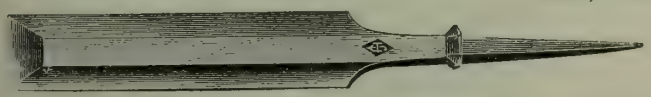


Granted by the Cutlers' Company

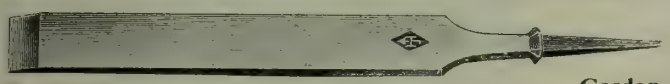
Edge & Joiners' Tools,



Saws, Files,



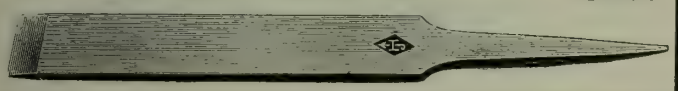
Augers, Skates,



Garden



Shears.



Hardware Buyer

Wanted for Responsible Position

Must have some knowledge of salesmanship and be able to supervise and plan advertising campaign in Trade Newspapers, also the preparation of booklets and circulars issued by firm from time to time.

Applicant should be familiar with United States and English goods which could be sold to Canadian Hardware Trade.

State fully, experience and salary expected.

Box 926, Hardware and Metal
TORONTO



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a Woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

Catalogue of 128 pages, showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.



IMPERIAL STANDARD SCALES

Wagon Scales from 3 to 15 tons capacity of the very best pattern and strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers.

The Burrow, Stewart & Milne Co., Limited

HAMILTON, - ONTARIO



PLYMOUTH CORDAGE CO.

PLYMOUTH **WELLAND**

Use "PLYMOUTH" (Ship Brand) Lathyarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?

INDEPENDENT CORDAGE CO., LTD.

Stocks at
TORONTO
MONTREAL
HALIFAX
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

"Screw Top" Oilers

with or without syphon are just the stock for quick sales.

Very reasonable in price. Put in an assorted stock and be sure they are the "Penberthy" make.

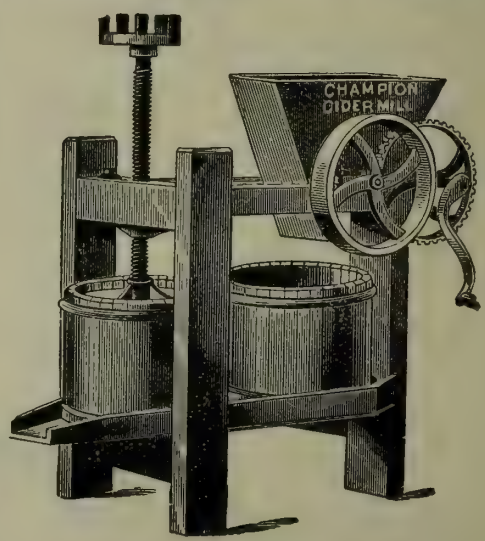
Your jobber can supply you.

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

BANNER
TRADE MARK.

"Ontario" Candle Lanterns

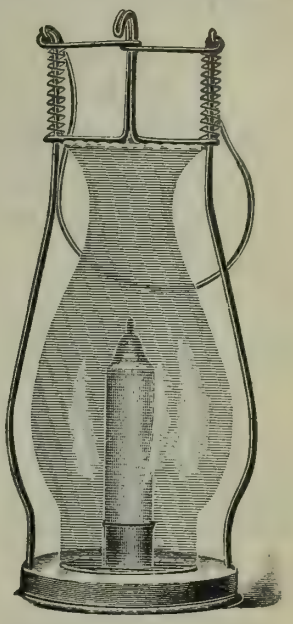
So handy !! Won't blow out!

A good 25c. leader



Are packed complete with candles, are fire-proof, non-explosive and ever ready,

ASK ANY JOBBER



Ontario Lantern & Lamp Co., Limited

Hamilton Ontario



Automobile. List $11.80.



Doll Sleigh. List $2.80.

Christmas Comes But Once a Year

and you, sir, are anticipating your annual harvest from big business. Are your stocks right to meet the demand in the Toy Department? Here are just four lines that will draw business for you. Time is getting short.

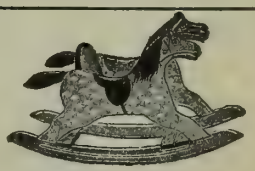
ORDER THESE WITHOUT DELAY

TORONTO Gendron CANADA

SPECIALTIES

(Made in Canada.)

The Gendron Manufacturing Co., Ltd. TORONTO CANADA



Shoofly. List $16.80.



Rowing Waggon. List $6.00.



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

For the Fall and Christmas

trade do not fail to carry a stock of

BUSTER BROWN

Children's Summer and Winter Coaster Express Wagons and Sleighs.

Handy around any House, Store or Farm



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Manufactured by

The Woodstock Wagon & Mfg. Co.
Limited
Woodstock, Ontario

The JAS. STEWART Mfg. Co., Ltd.
Winnipeg, Man.
Sole Agents for Western Canada.

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retai at 15 and 20c each.

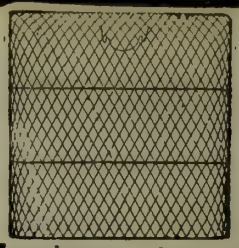
Write for prices. We also manufacture tacks, nail nd hardware specialties.

The McBrien Mfg. Co., Limited
Dovercourt - - - - - - - Toronto

SPARK PROOF FIRE GUARDS AND FEEDERS



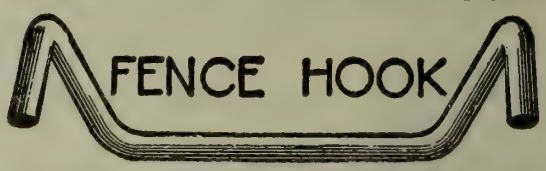
We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



CANADA WIRE GOODS MFG. CO., Hamilton, Ont.
We manufacture all grades of *Wire Cloth and General Wire Work.*
We solicit your inquiries.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SELL DENNIS IRON STABLE FITTINGS

There is a growing demand for them. Whenever new stables are being built or old ones remodelled or renovated, our stable fittings should be introduced.
They give the stable a modern, attractive appearance, make it thoroughly sanitary and wholesome—and they never wear out.
We make a special feature of this line and quote prices that make it possible to furnish a stable in a complete modern style at a very moderate cost.
Send for Special Booklet and Price List---with terms and discounts to dealers.

DENNIS WIRE & IRON WORKS CO., LIMITED
LONDON, CANADA
Toronto Office, 103 Pacific Bldg.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
313 New York Life Building - MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

The Toronto Plate Glass Importing Co., Limited

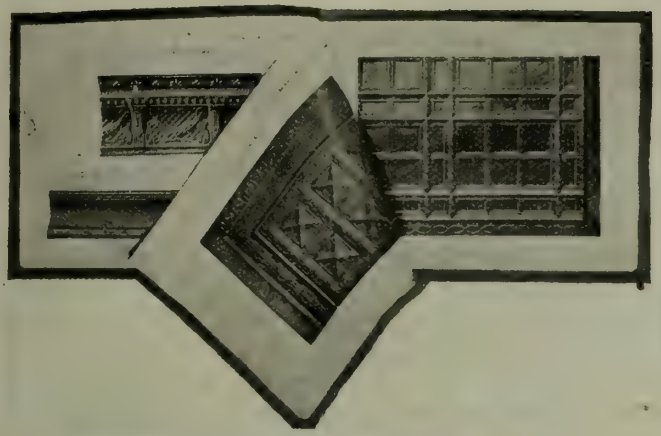
(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Metal Ceilings

Have You This Catalog?



New enlarged Catalog "A-3" has just been mailed out to the Trade. If for any reason your copy mi sed connections **DROP US A CARD.** We want you to know the importance of *machine-cut beads*, *wood-brackets* and *improved panel-plates* to you as an erector and dealer in Metal Ceilings. Name and address, please?

The Galt Art Metal Co., Limited

GALT, ONT.

MONTREAL, J. B. Dageaais, 977 St. James St. W.

WINNIPEG, Dunn Bros.

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

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If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Our Acorn Trade Mark

is the buyer's safeguard. There is no guess work about this brand

Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

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British America Assurance Company

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Head Office, Toronto

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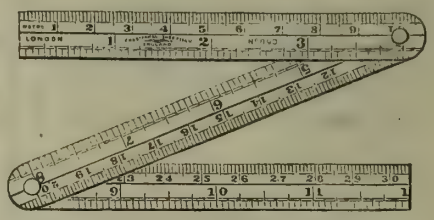
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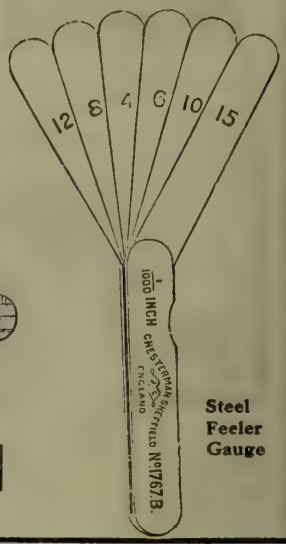
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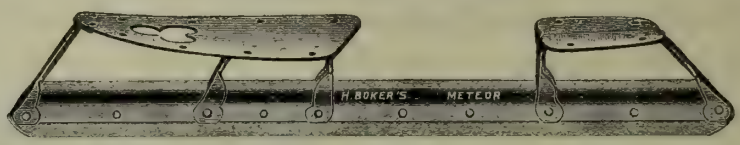
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"HENRY BOKER'S METEOR"

LATEST AND BEST



EXPERT TUBULAR HOCKEY SKATE

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube, a thinner and lighter runner can be used than in any other skate, offering the least resistance and friction. The runner is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel and triple sole supports.

Very Fast, Light and Strong

Made in both nickel-plated and aluminum finish.

For Sale by all Leading Wholesale Hardware Houses



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKINNON CHAIN CO.

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

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PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
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Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

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GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets.

It means money to you.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

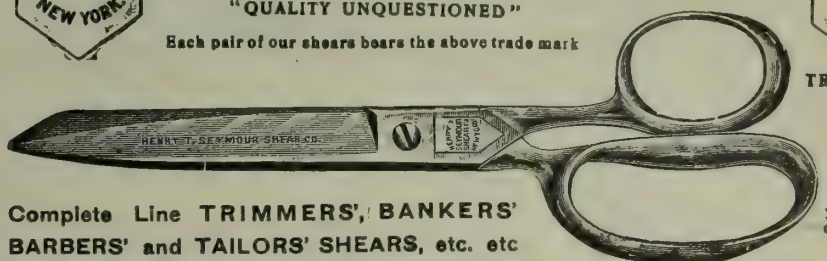
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MAR



Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

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WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

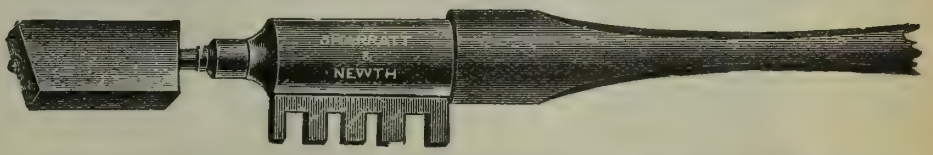
NEWARK, N.J., U.S.A.

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OKEY'S

The original and only Genuine reparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

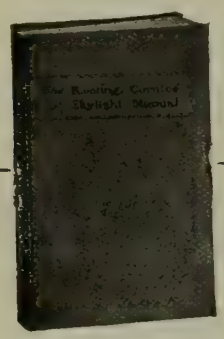
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THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

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Apply to the Nearest C.P R. Agent for Full Information.



THE ROOFING, CORNICE AND SKYLIGHT ANNUAL

The Book consists of three articles:

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175 Pages *170 Illustrations,* *13 Plates*

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TECHNICAL BOOKS,

10 Front St. East, - Toronto



ROWE Sanitary Lavatory

A MODERN LAVATORY WITH OUT PLUMBING EXPENSE

The Rowe Sanitary Lavatory costs less than washstand, bowl and pitcher, and is infinitely more convenient. Looks just like a running water lavatory and is practically as useful. Consists of a rustless, galvanized iron tank, with plate mirror front; white porcelain basin; galvanized iron pedestal, enameled white inside and out; nickel-plated brass fittings, nothing to break or rust. Perfectly sanitary. Placed anywhere without injuring wall or floors. Indispensable in country houses, hotels, etc.

AGENTS WANTED EVERYWHERE.

Live dealers can secure sole agency for locality by applying now. This is the best proposition on the market to-day.

The STEEL TROUGH AND MACHINE CO.
TWEED, ONTARIO Limited



THE

"DAISY"

INDOOR SANITARY EARTH CLOSET



Meets a very long-felt want and should be in every house where a water closet is impracticable. It is neat, compact and ventilated, and being made of metal, it cannot be permeated by any odours. Every hardware man should handle this rapid seller.

PRICE $10.00

Liberal Discounts to the Trade. Send for Circular.

THE TORONTO FURNACE & CREMATORY CO., Ltd.
72 King St. East, Toronto.



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

PLUMBERS' BRASS AND IRON GOODS





ENGINEERS' BRASS AND IRON GOODS

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

You may have heard the good reports about J.M.T. Brass Goods

Or you may read of the good reputation they have

But the one who uses them is he who profits, and who speaks loudest in their favor.

THEY'RE MADE TO LAST.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The JAMES MORRISON BRASS MFG. CO., Limited, 93-97 Adelaide St. West, TORONTO.

H&R ARMS Co

Permit us to call your attention to our latest production which we illustrate herewith. A high grade, small bore, double barrel, hammer gun. It just fills the bill for small game, precisely what the sportsman has always wanted. It is an ideal gun for field and brush shooting. Also for ladies' use.

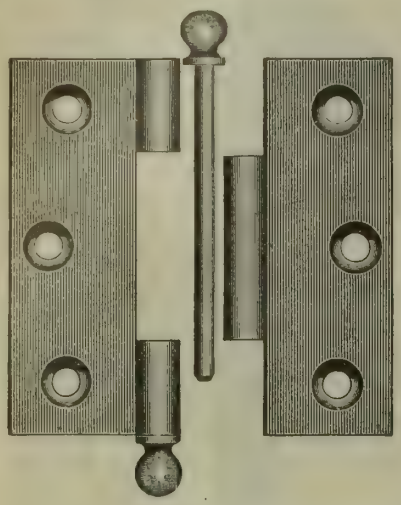


All the best features of high-priced guns, including checked, imported walnut stock and fore-end, 28 gauge, 28-inch barrel, standard factory loads, black or smokeless powder, weight about 5¾ lbs.
44 calibre, 26-inch barrel, 44 W.C.F. shot cartridge or 44 X.L. shot cartridge, weight about 5¼ lbs.
Get this new gun in stock at once so that your line may be complete.
Our new and beautifully illustrated catalogue of 40 pages contains valuable selling points and shows our complete line. We want you to have it. Write for it to-day.

Harrington & Richardson Arms Co., 615 Park Avenue, **Worcester,** Mass., U.S.A.

Crescent Brand

Registered



QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.

MANUFACTURERS, - - HAMILTON, CANADA

WIRE ROPE

Highest grade of hoisting rope made. Extra tensile strength for heavy work.

GREENING

USE GREENING'S ROPE GREASE FOR LUBRICATION

"ACME BRAND"

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONT. *MONTREAL, QUE.*

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

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SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE



A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
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Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal

"Brantford" "Roofing" Assistance

We give our agents the right kind of assistance. A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada.

All inquiries we receive from advertisements are turned over to dealers for their personal solicitation.

Handsome catalogs and samples supplied to dealers for distribution to prospects.

Electros of a special series of retailers' ads. supplied free to all who will insert them in their local papers.

Just write us for further details

Brantford Roofing Co., Limited
Brantford - Canada
Winnipeg Agents: General Supply Co. of Canada, Limited
Market and Louise Sts.
Montreal Branch: 300 St. James St., Montreal, Que.

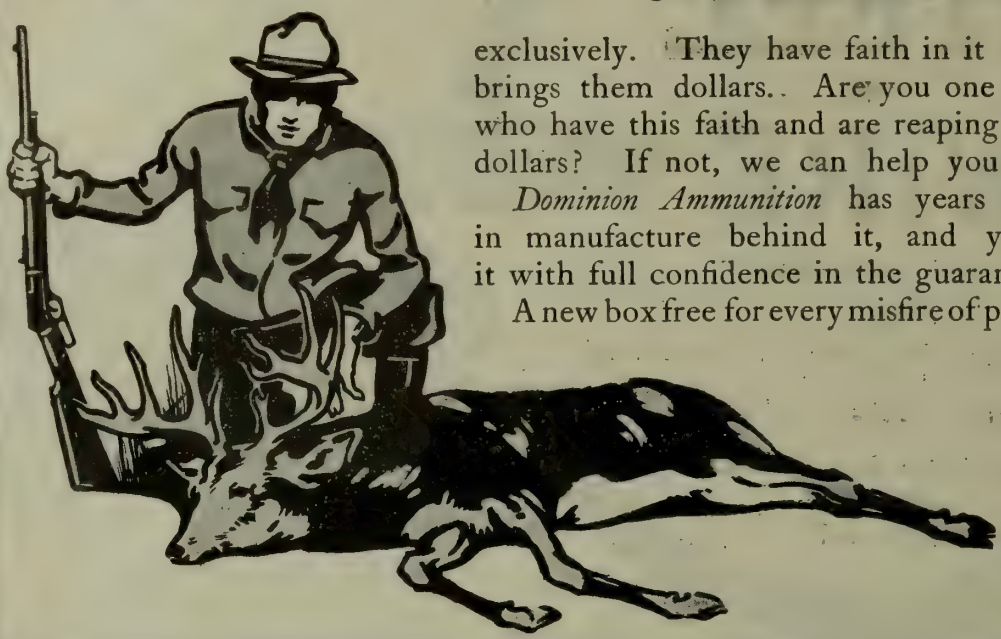
BUTLER'S
FAMOUS
Sheffield Cutlery
AND
Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.
"BUTLER" was Reg'd a Trade Mark A.D. 1768
Their  Trade Mark was Reg'd A.D. 1681

Sole Makers of Butler's "KEEN" Razors, "Cavendish" Brand of Table Knives, Carvers and Plate. REGISTERED
HIGHEST AWARDS SPECIAL MENTION

George Butler & Co.'s
LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)
MANUFACTORY:
Trinity Works, SHEFFIELD, England

A TRYER MAKES A BUYER



THERE are many successful dealers in sporting goods who handle

Dominion
IMPROVED & PROVED
Ammunition

exclusively. They have faith in it and that faith brings them dollars. Are you one of the dealers who have this faith and are reaping some of these dollars? If not, we can help you.

Dominion Ammunition has years of experience in manufacture behind it, and you can push it with full confidence in the guarantees.

A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd. Montreal

KEMP'S TEA KETTLES

In Diamond or Pearl Ware **Packed separately in cardboard boxes**
Bodies and bottoms stamped from one piece of sheet steel



Prices on Application



Flat Bottom

No.	50	60	70	80	90
Inches	6	7½	8⅜	9¼	10¼
Case Lots	1	1	1	1	1

Pit Bottom

Stove Size No.	7	8	9
Quarts	5	7	8
Case Lots	1	1	1

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO., of Montreal
39 St. Antoine Street, MONTREAL, Que.

Holiday Window Displays Encourage Early Buying

Windows Should be Used to Fullest Advantage for the Next Three Weeks—Advertisements Should Emphasize the Importance of Buying Early—Writer of Article Condemns the Use of Novelty Windows During the Rush of Christmas Trade—Samples of Work Done by Canadian Window Trimmers.

Of all times that the power of suggestion in a show window does its full duty, it is from December 1 to 24. Every one tries to attract the purchasing public more than his competitor, some spend large amounts in advertising to assist the window. This is good, but oftentimes you will see some merchant doing a fine business on holiday goods, where he has not expended quite so much money as his larger competitor, but he has devoted a great deal of thought in designing and putting up his holiday displays properly in order to produce sales directly. This is the window that does the work.

As an experienced hardware window trimmer, writes Max J. Elliott in the Hardware Dealers' Magazine, I offer a few pointers I have been taught, by experience, to be the best sales producers during this season. Begin early; try and be the first to make the showing of your suggestions for Christmas gifts. One reason why it is better to be the first, is that the first impression made on a person's mind is most likely to hold good. If a party sees something on display in your window that appeals to him or her, as a suitable gift for a realtive or friend, and this is the first suggestion made to them by any window, it is a hard matter to get them away from this first conclusion. Many may not buy at that time, but your window, having caused them to decide what to purchase, and having seen the price marked on the goods in the window, sometime previous, they have figured out their Christmas expense accordingly, and will come in due time to purchase, and naturally from the one having made the first impression in goods and price. If all the windows in your line in town are trimmed they will wait until all have been seen before making any conclusion. Then possibly they have seen so much they become confused and do not decide on anything in your line at all.

Make Window Sell Goods.

I would caution the hardware merchant against novelty windows during this season. By novelty windows, I mean a window constructed solely for the purpose of attracting attention. Some instal moving apparatus, others changing lights, or flashes, etc., and many, far too many, take up valuable space with Santa Claus figures, artificial chimneys, etc., to keep in harmony with the season. This, I consider, is an old and worn-out feature in Christmas window decorations, and does only one merchant any good—that is, the man who carries a very large line of toys. The majority of hardware



Reduction of Holiday Ad. Occupying Full Page in Parkhill Post Last December. Starts With Strong Heading, but Body is not Well Arranged. The Goods and Prices Should be Displayed Larger and the Matter at Top and Bottom Given Much Less Space

stores do not carry this class of goods; therefore, you must make a showing that will appeal to the older persons, not children, unless you are selling toys. If you have some novelty running in your window or a lot of space taken up with artificial chimneys, etc., the older persons in search of suitable presents, will congregate in crowds before your window. I will admit you are attracting attention, but the novelty or other similar attraction will have completely occupied their minds to such an extent that they immediately begin to discuss this instead of



Holiday Window Trimmed Last De cember, by H. J. Marshall, With Geo. W. Ecclestone, Bracebridge, Ont.

the goods you have on display in connection with the novelty; therefore, you fail to make the desired impression or cause the proper effect, that is, a sale made directly by the show window. However, while you have succeeded in attracting attention that will prove a good advertisement for you, but few sales are made directly by this class of window. I consider them detrimental to the holiday trade in the hardware store where no toys are carried. Another suggestion that will prove of value is to use various little signs in your window, not large half sheets, but small cards about 4 x 8 inches, to call attention to something useful for some particular relative or friend. For example, on a safety razor you might say:

A SAFETY RAZOR FOR FATHER, HE IS GETTING OLD AND NERVOUS, YOU KNOW.

There are many others much better than this, that can be used, which will make your window more suggestive, and by all means have a price on each article shown; do not use any fancy figures or lettering, but something neat and plain, made by hand, that can be read at a glance. Avoid the use of long phrases.

Make your backgrounds attractive, design something special for the class of goods you wish to display, take plenty of time and figure out exactly what you intend to use to display your goods on; put your decisions on paper and then follow them out. Do not try to make a window display by merely starting to work in the window and arranging things as you go. Have a fixed plan before you start, think over it well, decide on your colors, what you think will show the goods to the best advantage. All details should be carefully planned before you begin work, then do not vary from your plan. This also enables you to put up the display in much less time, as by having your plan to guide you, you can work more hurriedly. However, do the work neatly, and by all means keep your window clean.

Light Windows at Night.

Keep your windows lighted at night. This, of course, applies to show windows the year round. Merchants generally are fast awakening to the fact that where attractive window displays are constantly used, they lose money by not keeping their windows lighted. During the holiday season it will be well to keep windows lighted from about 5 to 11 p.m.

When designing your window be sure to figure on showing the assortment of goods. For instance, you are presenting a class of goods made in several sizes or grades, each having a different price; show each price, give the public the assortment to select from; yet arrange the goods artistically and keep them classified as to sizes and prices.

DISPLAY AT BRACEBRIDGE.

Probably the best non-prize winning display entered in Hardware and Metal's Holiday Window Competition a year ago was one arranged by H. J. Marshall, with George W. Ecclestone, Bracebridge, Ont. Unfortunately it does not show to best advantage in the illustration but the general outline can be made out and an idea of the display obtained. Mr. Marshall says it was favorably commented upon in the local papers and credit was given him for getting up one of the best displays ever shown in Bracebridge. It was entirely original and not a copy of another display. A background of white cheesecloth was used on which a star and two crosses were utilized to display razors, shaving brushes, pocket cutlery, tableware, shears, hair brushes and shaving mirrors, below this being a row of strops and dog collars. On a raised platform several fine table lamps were shown along with a cutlery cabinet, carving sets, and hollowware, the same class of goods being shown at the base along with safety razors in cases. Cut glass, fancy dishes and clocks were also shown on one side suspended on plate glass shelves. Carving sets in cases were further displayed on a sample board on the side wall of the window, below this being hockey sticks and a sample board showing skates and hockey pucks. Price tickets were used freely on the silverware articles.

Inside the store holiday goods were brought to the front and displayed on tables, every article being price-marked, the result being a large increase over the previous years' business. Both Mr. Ecclestone and Mr. Marshall deserve credit for their enterprising methods.



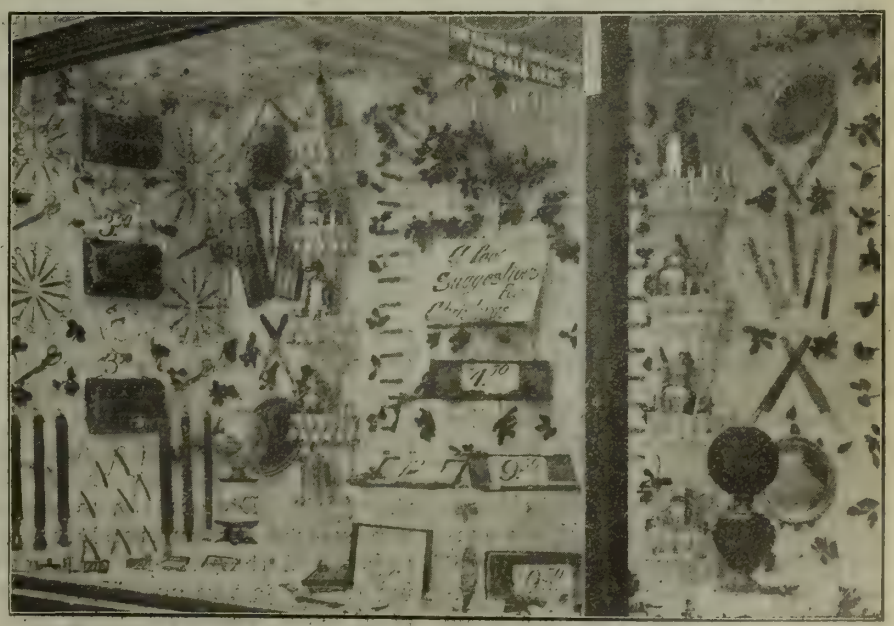
Holiday Display Made by Taylor Bros., Carleton Place, Last Year.

CARLETON PLACE WINDOW.

Taylor Bros., Carleton Place, have three good windows in which to show goods and last year J. Ernest Wilson did his part by putting together three fine displays, the photographer, however, securing only one good picture, that of the window containing the large articles such as sleighs and carpet sweepers, this being reproduced to show the display both inside and outside the window. The use of ropes on the sleighs shown outside secure them for display, as well as from interference by boys. This window was arranged as follows:

In the centre of the window was placed a sweeper stand with three additional sweepers suspended by hair wire from the ceiling and on the bottom of the window sweepers are arranged to fill in around the stand. On the left of sweeper stand and to the rear comes Santa Claus just appearing round the corner, seated in a sleigh drawn by a toy black horse, three feet high. The construction of Santa Claus was very simple consisting of a horse blanket, two rolls of cotton batting for arms and a coat, a pair of gauntlets, a Santa Claus face, and a toque and he was complete.

The background of the window is constructed by suspending sleds from iron rods run across the back. Advertising signs and small fans advertising sweepers are strewn around the floor of the window. On the top of the background large fans of different colors are fastened and hung from the ceiling, to fill in the



Christmas (1908) Window Trim of Adamson & Sproule, Orangeville.

top of the window are tissue paper and evergreen decorations with flags interspersed. Across the glass hangs the sign "Welcome" and directly above it is the sign "Merry Christmas To All."

The leading window had a background of mirrors, the effect being too glaring, with a four-step stand in the centre. On top of the stand is a Thermos bottle and below are safety razors of all descriptions. Carving sets in cases, razor strops, nickeled tea pots, silverware and cutlery finished out the window, racks being used to show razors and pearl handled knives, while corks suspended by fine wire held pocket cutlery, scissors being also hung from the ceiling by invisible wire caught up in the centre, this forming two semi-circles. Mr. Wilson said the trade in cutlery was better than for many years, the display helping in this result. Price tickets were used on all articles displayed.

Mr. Wilson makes the sugestion that photographers elevate their cameras in taking pictures of window displays in order to show the flatware usually displayed on the base of the window.

AN ORANGEVILLE TRIM.

Adamson & Sproule, Orangeville, arranged the window of gift suggestions last Christmas, which is shown in the accompanying illustration, the white background making the picture show up poorly, the contrast between the cotton and the white silverware being very slight. The general arrangement, however, is commendable, holly, case goods, strops, lamps and sweepers giving variety to the display and relieving the sameness in color which is the chief weakness of the trim. The round shelving and the free use of price tickets are features worthy of notice. The window trimmer

"The back was made of boards 6 feet high, surmounted by a semi-circle canopy, covered with factory cotton and over that with red tissue paper, the ribs being covered with strips of gold paper, and a gold band 2 inches wide, around the base being hung with prisms. The small shelves on side and back of window were semi-circle, and had the edges trimmed with Nevada teaspons. The whole layout was exceedingly tasty and was a good business getter, many customers stating they had no idea such a complete line of these goods were kept in stock."

Mutual Insurance Idea Winning Support

Ontario Retail Hardware Association's Mutual Insurance Committee Receiving Many Encouraging Letters From Merchants Throughout the Province—High Rates Paid in Northern Ontario—Hardwaremen Urged to Write Letters to Senators and Members of Parliament Opposing the Proposal to Establish an Insurance Monopoly in Canada.

INSURANCE COMMITTEE MEETS.

The mutual insurance committee of the Ontario Retail Hardware Association met in Toronto, on Tuesday, and arranged a plan of campaign to follow in bringing the question of mutual insurance to the front and securing amendments to the Ontario Insurance Act, making it possible to organize a company in this province. The desired amendments were mapped out and a draft of a report outlining the remarkable success of the retail hardware mutuals in the United States was gone over. When complete this report will be submitted to the Insurance Department of the Ontario government and copies supplied to each hardware merchant in Ontario.

Responses to the circular letter recently sent out are being received in encouraging numbers and some of the letters which accompany the forms contain valuable information. For instance, E. W. McClung, Elk Lake, in Northern Ontario, a new member, writes:

> "I am in receipt of your circulars and what appeals to me mostly is the matter of insurance. In this northern country where new towns are growing up, the rate of insurance on business properties and stocks is 10 per cent. per annum for a policy in the best old line companies, who give a satisfactory policy and treat one fairly in case of a fire. And in spite of this, in the towns in this north country, the only hardware stores that have been burned are two at Haileybury and Latchford. In the big fire in Cobalt no hardware stores were burned.
>
> "With this high rate of insurance, it is impossible for the average business man to fully protect himself against fire, especially as nearly all who come here to do business have but a small capital to start on. The greatest danger in this country lies in forest fires, but if a municipality has any life in them whatever, they will arrange this satisfactorily, by having the forest cleared back to a safe distance, thereby giving people a chance to defend the town.
>
> "I am enclosing $3 for membership fee, and I also wish to have 300 of the printed collection forms which I have been reading so much about."

The average rate paid by hardwaremen in other parts of the province is from $1.75 to $2, but J. Walton Peart, St. Mary's, who is the most active worker in the Hardware Association for mutual insurance has a rate of only 77 cents, he having improved his store risk to such an extent that his rate has been cut down to about 40 per cent. of what it formerly was. One thing the St. Mary's Hardware Co. did was to take out an open elevator shaft, moving the elevator to a brick enclosure outside the store. This also made possible the establishment of a stove department in the flat above the store. If the St. Mary's Hardware Co., with their low rate of insurance, want still cheaper rates, it is not surprising that others are waking up to the fact that they are paying much more for protection than is necessary.

The more retailers who fill in the form and send to Secretary Wrigley, 10 Front Street East, Toronto, or Chairman J. Walton Peart, St. Mary's, the better equipped will the Mutual Insurance Committee be to bring about a new era in retail hardware fire insurance.

Kidd & Clements, hardwaremen and implements dealers at Wapella, Sask., were burned out early this week, but their store was covered by insurance.

Business Methods of Canadian Hardwaremen

Winnipeg Hardware Store Establishes Jewelry Department—Value of Enthusiasm in Business — Kingston's Market Day—Hardware Merchant Adds Furniture Department to His Store.

ESTABLISH JEWELRY DEPARTMENT.

Winnipeg, Nov. 24.—As an evidence of how a retailer might enlarge his business to increase his profit-making facilities, and at the same time meet the growing demands of the public, the case of the Ashdown retail house, of Winnipeg, adding a jewelry department to the store, stands out prominently. A few years ago J. Johnston, a thoroughly experienced jeweler, was engaged to take charge of the cut glass and china department, which at that time was located in a dark corner on the second floor. Last summer he succeeded in having his department moved to the main floor, where it now occupies one-half of the front portion of the store. Week by week new lines were added to the stock, until at present an up-to-date jewelry department is in full operation. Cut glass and china goods are still an important feature in the stock, and the introduction of other lines has only stimulated the trade in these lines.

When asked as to what tactics he used in drawing the attention of the public to his new lines, Mr. Johnston said: "I believe in pushing one line at a time, advertising it in the window and the local paper. Last summer I was slightly over-stocked with cut glass, ice cream trays, and I set about selling them as though I had nothing else in the store. In the fall I had a few left and I displayed them in the window and advertised them as cold meat trays, and they continued to move until I am completely sold out. The cut glass trade has brought other trade. Now I am conducting a campaign in hand-painted china, and it is going to be a success. In a few weeks I will push watches, and as the trade in this line is already growing, I know it will be profitable as a single liner. By going on like this I am building up my whole business. There is no reason why more hardware merchants don't branch out. At least they could start with souvenir goods, such as spoons. That trade is rightfully theirs, and more could have it if they made an effort to get it."

L. C. H.

ENTHUSIASM IN BUSINESS.

Ottawa, November 23.—"I could talk about these goods all night. They're simply exquisite and everybody who sees them says the same."

Whole heart, whole ambition, whole force, whole life, applied to business. Every word and intention the embodiment of keenest interest in his work. But how else should a hardware or any other merchant be?

Does business go? It does and goes well. Cannot help but go where one is enthusiastic over his wares. Many a business man would succeed better if he made his life part of his business and his business part of his life—the two one and yet two—two in substance but one in purpose, and that purpose success.

And isn't that the only way to succeed! If you do not enthuse over your goods, how can you adequately convey to others their merits, or how can you expect your clerks to do it? Let a portion of yourself appear in each sale, as it were. Enthusiasm is contagious and if you've the right kind of stuff the result will be certain.

But not only should this spirit be demonstrated by the proprietor. Every clerk should possess the same characteristics, for not only will it benefit his employer but it will also accrue to him. The contents of his weekly envelope will grow just in direct ratio to his business ability.

G. E. M. H.

KINGSTON'S MARKET DAY.

Kingston, December 1.—An advertising plan adopted by many Kingston merchants is that of having different colored paper and cord for the wrapping up of parcels. For instance, the firm of McKelvey & Birch, one of the largest hardware houses in the city, uses agate-colored paper to wrap their parcels, and the fact has become so well known, that purchases made at this store, can be recognized at a glance.

A visitor to the Kingston and Pembroke Railway station, on Thursday of each week would be surprised to find a large assortment of parcels, with paper of various colors, other parcels tied up with colored cord, and still others, bearing some particular kind of label or "sticker." It is on Thursday that the assortment is particularly noticeable, this being due to the fact that on this day the railroad runs what is known as the "market train" to the city. People at Sharbot Lake and intermediate points being allowed a single fare for the return trip each Thursday. The train reaches the city at 8 a.m., and returns at 5 p.m., thus giving them all the morning to do business on the market, they being allowed to bring in dairy produce on the train free of charge. The afternoon can then be devoted to shopping. Kingston merchants have found this a great boon to business, as some Thursdays as many as two hundred people come into the city. The "market train" is certainly a money maker for the merchants of Kingston.

E. G. B.

ADDS FURNITURE STOCK.

Tillsonburg, December 1.—C. W. Conn, who recently added a furniture department to his hardware store, reports that his venture has been quite successful and has resulted in an increased trade. A furniture merchant in an adjoining store to whom Mr. Conn had sent many customers, was induced to add a stock of stoves to his store, with the result that Mr. Conn decided to utilize the flat above his store as a furniture showroom. Mr. Conn has done some enterprising advertising in the local papers, drawing attention to the addition of furniture to his line and pointing out that he can now equip the house for newly married couples.

G. W.

SPECIAL PRICES TO CLERKS.

Toronto, December 2.—A question recently discussed by two local hardwaremen was: Should we give employees special prices on goods for their own use?

One said his idea was to furnish such goods at invoice price with freight and cost of doing business added. The other, however, contended that employees should pay everything but the net profit made by the merchant. Ten per cent. off retail prices on some things would do, but on others not more than 5 per cent. He pointed out that some department stores had a schedule according to the term of service of employees: To those over one year, 10 per cent. off retail prices was given; to those employed several years, 15 per cent., and to older employees, 20 per cent. He thought this a much better way than adding freight and cost of doing business. He did not believe in educating employees and the public in the knowledge of the details of cost of doing business.

W. W.

HARDWARE AND METAL

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Limited

JOHN BAYNE MACLEAN - President

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A HOLIDAY NOTE BOOK.

No season of the year is so productive of trade-bringing ideas as the month of December, when the minds of all progressive merchants are concentrated upon evolving plans for increasing their trade by adopting methods which they hesitate to use at any other time of the year. Larger space is taken in the local papers, the windows are changed more frequently and more thought is given to the displays, booklets are sent to customers, the pricing of goods in plain figures to assist the selling, the clerks work more overtime, the buying problem is more important, the effort to sell early and deliver at the last moment and the adoption of plans for interior display all bring up questions which cause thought.

All of these have to be met and acted upon without delay, but in the rush of holiday trade ideas will develop which can be used in next season's trade, and unless a merchant plans to jot these down when they occur to him they will vanish and not be thought of again until they present themselves in new form a year hence. It's when the holiday shoppers are out in force and everything betokens the approach of Christmas that real inspirations knock on the average man's skull and prod him into saying, "If I had only thought of that in time what a hit it would have been. Too late now."

Each retailer should obtain a blank note-book, print on the outside cover of it in big bright letters, "Holiday Ideas," and then proceed to jot therein the things he ought to have "thought of sooner." Put down a few bright window suggestions as they come to you while Santa Claus is grinning at you from all sides. Add a few advertising hints and note down the things that go the best for Christmas gifts; the things most called for that you did not have; and the things your business neighbors carried that in truth belonged more to the hardware store. Paste in a few of the most striking advertisements issued by the city stores who do things on a bigger scale than you can afford to.

Don't confine your observations to your own store, or even to business hours, but take a stroll around the stores with your eyes open. The jeweler or dry goods merchant may have ideas that a little skill would render more fitting in a hardware window.

Jot these things down in your special book and file it away among the things you know where to find. Then next season turn to your note-book and begin the sifting process. Some lines so popular a year ago are out of date now. Still there lies before you a big chunk of holiday atmosphere with its inspirations as well as some suggestions ready made.

PROPOSED STOVE MERGER.

There is a movement on foot to bring about a merger of the Canadian stove manufacturers. The movement has not developed much of an impetus so far, but it has been given a start. Similar movements made heretofore have been abortive. Time only will tell what will be the fate of the present movement.

While, of course, the general good of the stove manufacturers of Canada is in the minds of the promoters of the enterprise, one thing particularly which is sought is the development of the export trade.

The stove export trade of Canada so far does not amount to a row of pins. It is $10,000 less than it was five years ago. The value of stoves exported from Canada in 1905 was $18,192, while last year it sank to $8,569.

Our best customer in stoves is the little Island of Newfoundland, but it only took 388 stoves last year. The United States came next, with 116, while the number exported to all countries was 574.

South Africa, which is just now buying a good many stoves, particularly from Great Britain and Switzerland, does not figure in our returns at all, yet we have a direct line of steamships running between Canada and that British colony. Stove manufacturers, therefore, do not receive any benefit from the $143,000 subsidy which the Canadian Government annually grants this steamship line.

Under the old French regime Canada had quite a reputation as a manufacturer and exporter of stoves. The foundry was connected with the forges at Three Rivers, and when the private company running it went into bankruptcy His Majesty the King of France continued the industry. The export trade was chiefly with the British colonies on this continent.

Should the proposed merger go through it is the intention of the promoters to make special arrangements for the development of the export trade.

As already noted, the movement has not gained much impetus yet. It will be interesting to note whether it will develop sufficient speed in order to successfully reach its intended goal.

WRITE YOUR SENATOR.

The Banking and Insurance Committee of the Senate which has the new Dominion Insurance Act before it for amendment, has decided to postpone consideration of the Act until after New Year's.

Every hardwareman who is interested in securing cheaper fire insurance should, therefore, take advantage of the delay to write letters to the local member of parliament and the Senator from his district, urging upon them the necessity of refusing the demands of the Insurance companies that they be given a monoply of the insurance business in Canada. They aim, as was pointed out in Hardware and Metal a week ago, to exclude all foreign unlicensed companies from doing business in this country. The manufacturers are up in arms against the combine and the retailers are equally interested in defeating the effort to establish a monopoly.

Hardware merchants in the United States can obtain $30,000 worth of insurance at board rates and get rebates averaging about 40 per cent. Ontario hardwaremen want the same privilege, but it will be denied them if the proposed act becomes law. Write the local M.P. and Senator at once, so that they can know what public opinion is on the matter.

A GOOD THING FOR CANADIAN SHIPPERS

It begins to look as if Canada is going to find the Tehuantepec route of practical service in the development of trade between the Pacific and the Atlantic Coasts.

Business men are only too well aware that freight rates on the transcontinental route militate to some extent against the development of trade between the business men of eastern Canada and those on the Pacific Coast. To ship from Liverpool is cheaper than to ship from Montreal.

By a line of steamers co-operating with the little 193 mile line which runs across Mexico from Puerto to Salina Cruz we are in a fair way to solve the problem.

The first steamer to leave a Canadian Port to connect with the Mexican railway left in June last and carried a shipment of only 45 tons, the products of Canadian factories. The boat which left on November 15th, however, carried 1,500 tons. This substantial increase is encouraging.

Although the freight has to be transferred from the steamship to the railway at Puerto and from the railway to the steamship at Salina Cruz, it can be carried from Montreal to Vancouver in 45 days.

This, of course, is much longer than by the Transcontinental Railway, but what is lost in time is more than made up by the decrease in the cost of freight. The saving is on the whole something like 40 p.c., while in some instances the rate has been cut in two. Although the rate so far obtained by Canadian shippers by the new route is scarcely as low as that enjoyed by shippers from Great Britain, it is certainly much more favorable than that of the all-rail routes.

There is a little hitch just at present, but which is only likely to be so temporarily, and that is the action of the railways running to Halifax and St. John. During the winter months the steamers connected with this route run from Halifax and St. John; but so far the railways have refused to give shippers by this route the benefit of the export freight rate. This is serious. But fortunately we have in Canada a Board of Railway Commissioners, and as the matter is to be brought to their attention it is to be hoped that relief will be obtained shortly.

The railway which runs across Mexico from Puerto to Salina Cruz was built by British capitalists in co-operation with the Mexican Government, and is to-day under the joint ownership of these two interests. It is believed to be the first instance on record of a partnership being formed by a government and foreign capitalists to construct and operate a railway.

The traffic of the railway last year aggregated 650,000 tons. With European and American shippers patronizing the route as they now are a very large increase may be expected this year. Seven steamship lines, one of which is Canadian, are now operating in connection with the Pacific end of the railway.

MANITOBA'S CORPORATION TAX.

The latest information from Winnepeg is to the effect that proceedings are not likely to be taken against any Extra-Provincial Corporations for failing to apply for information under the new Act. Before the law can be invoked against any offender the consent of the Attorney-General must be obtained and, in view of the general opposition to the law, it seems probable that it will be amended at the next session of the legislature.

The amendment will probably call for the licensing of outside companies on different conditions, but if preliminary steps are taken towards securing a license early in the New Year advantage can then be taken of any changes made in the law.

A COMMENDABLE WORK.

The work accomplished by the Hospital for Sick Children, Toronto, is indeed commendable. This is a provincial charitable institution which is being of much assistance to the poor people of Ontario and deserves the aid that it receives.

Last year there were 1,155 patients from all over the province and of these 65 per cent. were children of poor parents, who could not afford to pay. Since its organization the institution has treated 15,613 children, 11,550 of whom were unable to pay.

This gives a concise idea of what this large Provincial Charity is doing for the benefit of the poor.

MERCHANTS SHORTEN CREDITS.

Campbellford hardware and stove merchants have banded together to improve business conditions so far as long credits are concerned, and their example might be followed to advantage by merchants in other places, where hardwaremen have been unable to put their business upon a straight cash basis. The following announcement in their local paper explains their action:

> We, the undersigned Hardware, Stove and Tinware Merchants of Campbellford, have decided that on account of the short dates given by wholesale merchants and manufacturers, and as profits are cut so close, to reduce credits to three months, and will in future render accounts on April 1, July 1, Oct. 1, and Jan. 1, and have all accounts settled by cash or note on those dates.
>
> D. S. ARCHER, D. W. DOUGLAS,
> MORTON & OWEN, C. S. GILLESPIE,
> T. S. TAIT & SONS.

Having come together on one question there is no reason why the Campbellford hardwaremen should not form a local hardware association, and cooperate together as the merchants in Ottawa, Barrie, St. Catharines and other places have successfully done.

Modern business calls for the most complete organization if success is to be achieved, Hardware and Metal has never argued in favor of arranging price agreements on general hardware, but it advises merchants everywhere to get together frequently so that a more friendly spirit and a feeling of confidence in each other can develop, thus making it possible to arrange more modern credit terms, for early closing, and for the securing of a fair margin of profit on those lines which are the hardest to handle and most expensive to carry, yet which are usually sold with the least margin of profit or with no profit at all.

WINDOW COMPETITION.

As already announced prizes have been offered for the six best Christmas goods windows and the six best Christmas goods advertisements sent to Hardware and Metal by Canadian hardware merchants or clerks by December 31 next, the prizes being divided between cities over 10,000 population and towns of a smaller size. Three prizes in each competition go to each division.

Greater interest is taken in these competitions each year and the editor expects that the 1900 contest will be of greater interest than in previous years. For several weeks past pictures of displays have been published and three more are given this week.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Lead, Trail.—10c higher.

Ground White Lead.—Advance of 10c.

Toronto.

Brooms. — Third advance. Now $4 dozen.

Whiting. — Advanced 10c per hundred.

Agricultural Wrenches. — Now 67½ per cent.

Green Wire Cloth.—Cut of 5c per hundred.

Manufacturing Iron and Steel. — Up 5c per hundred.

—

MONTREAL.

December 3.—Trade is somewhat quieter than it was. This is only to be expected. There is always a natural reaction after the close of navigation, but business, is steady, and of good volume.

There is a good tone to the markets. No price changes are announced excepting a stiffening in Trail lead, which for the time being is quoted at the same price as imported. The primary markets have been fluctuating, but on the whole the tone is a strong one, and this, of course, supports local markets. Inquiries are numerous, and with the knowledge that both tin and copper may be billed for a strong advance there is a keen interest taken in the progress of events. Stocks in users hands are on the light side, excepting in the case of these large consumers who bought heavily before the close of navigation. First hands report an excellent year and good forward booking for early spring delivery. Much is expected from next year's trading, and the fact that there is considerable hesitation in accepting orders beyond January and February is a very good sign.

PIG IRON—A good tone is reported, and although new business with Canadian furnaces has slackened off, old orders still make things extremely busy. Prices are well held. There is plenty of activity in finished steel lines, and the mills are booked well into next year. Pig iron business in the States has fallen off, and some cutting has made its appearance. This is not expected to last long. Steel lines are as busy as ever. Specifications are very heavy, and users are crying out for delivery. The market has asumed a quieter tone, which is thought to be a good thing for the situation generally.

TIN—No change in prices is reported locally. Orders have quieted down with the close of navigation. It is not thought that the recent advance in quotations will check buying. Stocks are low, and the metal is wanted. The English market has been fluctuating, and it is recognized that the American demand can alone save it from the dullness usually associated with December.

COPPER—Here again a falling off is noticed in orders, due to the same cause — that of the close of navigation. A very keen interest is taken in the markets, however, for the success of the talked of merger would cause some alteration in figures. It is not thought that a consolidation would do more than put copper at a slightly higher price. It is contended that the various interests, as in the case of the U. S. Steel, would put the market on a firm, rather than high, basis, and control it so there would be no fear of production swamping the demand as it has done in the past. There is no doubt that a stable market would improve trade, as it would give users confidence.

SPELTER—No change is reported in spelter or sheet zinc. Trade is not so good, but fairly satisfactory orders have been received. The English and St. Louis markets continue firm. Producers are not looking for orders, and the demand is steady, especially from the brass trade.

LEAD—While there is no change in imported lead, Trail has been marked up 10c, and is now quoted at the same price as imported. The English market, while fluctuating, does not alter much in range. A better tone is reported in the English market, where stronger buying has been in evidence.

SCRAP—No change is reported in scrap, with the exception of a stronger tone in copper and brass. We quote: Heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass, 10c; heavy yellow brass, 8c; light brass, 6¼c; tea lead, 2¼; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, 12c; machinery cast, malleable, $9; miscellaneous steel, $7.

—

TORONTO.

December 3.—A surprisingly well-sustained volume of business is passing in all the metals, but of course more especially in iron and steel. With the exception of tool steel lines, which have gone up 5c a hundred, prices remain unchanged, and the market is firm. There is some conservatism expressed regarding further advances, because to jump the figures might cause some buyers to keep out of the market except for immediate needs.

U.S. pig iron was not up to the large tonnage last week, partly because of Thanksgiving Day cutting out some business, and partly because stocks of foundry pig iron were allowed to run high. Bessemer pig for steel making, though, was as active as ever. In Canada the call was principally for foundry pig, with other metals showing a good demand.

PIG IRON—Business is excellent now, and orders show up well right up to the end of the first half of 1910. Prices have not changed. Some imported pig which was thought to be quoted too high was gradually finding its level, but the increased freight rates now that navigation has closed will tend to keep the figures where they are. Canadian foundry pig iron, No. 2, is $22; and imported lines are $21 for Clarence and Middlesboro, No. 3; $21.75 for Cleveland, No. 1; and $23 for No. 2 Summerlee. All prices f.o.b., Toronto. November trade shows up well and exceeds that of October.

COPPER—"Beating time," about explains the copper situation of the week. Everybody is waiting for the next move. The continued talk of "merger" has made speculative copper very erratic. This copper merger if it comes to a head will take in the majority of the properties in the Western States, and control 800,000,000 pounds of copper annually. Calumet and Hecla in Michigan will be left out, as also will British Columbia copper. It is the intention to make the merger world-wide, but already adverse comment has been heard in England and Germany. Local quotations remain at 14c and 14½c for casting and lake ingots.

The brass trade is consuming large quantities of copper just now..

SPELTER—This metal is steady with good business doing and developing. Foreign is at $6 per hundred, with sheets running 75c to a dollar higher. U.S. spelter remains unchanged at $8 to $8.50.

SHEETS AND PLATES—Active and heavy business is being done at present, some of the orders running over to 1910. It looks as if prices will not be much different for next year than those ruling at present, although the outlook some time ago presaged higher prices. If there is any change it will most certainly not be for lower quotations, and galvanized sheets may seek a little higher level.

LEAD—This metal is quiet locally and easy in the primary markets. The quotations remain at $3.65 for imported and $3.55 for domestic.

TIN—Just now tin is very firm and is likely to go higher. Demand is good, though there is no straining for orders. The Toronto quotation remains at 32½c. The heavy tin business in the U.S. early in the week caused a stronger feeling in London, and the market advanced sharply. The rise, however, checked business, and the situation was somewhat easier yesterday.

OLD MATERIALS—The offerings this week were freer and somewhat easier in price. Mills and foundries did less buying, however. Dealers continue to offer the same prices as a week ago: Heavy copper wire, 12c; for copper bottoms, 11c; heavy red brass, 10½c; heavy yellow brass, 8½c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate $13; malleable and steel, $8; old rubber, 9c.

HARDWARE MARKETS

MONTREAL.

December 3.—No price changes are announced this week. "Trade excellent" is the verdict all the way round, and it is only necessary to view the busy scenes in the various shipping departments to understand this. General sorting-up orders are much more in evidence than is usually the case at this time of the year, and the reason is that merchants are finding themselves short in stock, owing to the light buying in the fall. Christmas lines are also moving strongly, and repeat orders coming in show that holiday buying has already commenced in some districts.

Naturally enough, cutlery, silver and plated ware are in most prominent demand. Skates are in active request and already signs of a shortage is appearing in some sizes. Hockey sticks are also showing depletion. Booking is still quiet, and, barring a movement in green wire cloth and screen doors, very little is doing.

BUILDERS' HARDWARE — General lines are still in good demand, and sorting-up orders in lock sets, escutcheons, bolts and butts are reported. The market is firm, and delivery from makers much better than it was. We quote: Lock sets (inside) $4 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES—Very little improvement is shown in booking, green wire cloth and screen doors being the principal movers. It is not anticipted that the recent advance will affect the demand at all. Sleigh heaters, sleigh bells, weather strip, and horse blankets are moving well in a sorting-up way. Enamelware is showing up well, and so are kitchen utilities, such as food choppers, bread makers, cake mixers; washing machines and wringers.

CUTLERY AND SILVERWARE —There is no mistaking the holiday tone to trade. Carvers in cases, display cases of table cutlery, coffee spoons, berry spoons, pickle frames, chafing dishes, tea and coffee pots, and cut glass are all in active demand. Razors, safety and otherwise, are moving splendidly, and manicure sets are also prominent. Altogether, trade is very satisfactory.

SPORTING GOODS—The strong movement in skates continues, and already a shortage in some sizes is foreshadowed. Hockey sticks and pucks are also moving well. Snowshoes, toboggans and sleds are prominent. There is a good movement in exercisers, and other home developers. Indian clubs and dumbells are also in active request.

MINERS' SUPPLIES—There is a fair movement to miners' supplies, but the market is without character. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The market continues very firm, under an active demand. No changes are reported, and we quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS—The situation is unchanged. Buying is good, but there has been a falling off now that inland navigation is closed. We quote:—Wire nails, $2.25; cut nails, $2.40.

LUMBERMEN'S SUPPLIES — Very good buying is reported, and with lumbering operations on a more extensive scale than last season, good trade seems assured. No change is reported in prices, and we quote:—Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up.

SHOVELS—Snow shovels continue to move well, but other lines are quiet. We quote: First and second grades of spades, 60 and 2½; 3rd and 4th, 50 and 2½; scoops, 1st and 2nd grades, 60 and 5; 3rd and 4th, 45 and 5.

WIRE—There is very little doing just at present in wire. Some booking is noticed in poultry netting. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

December 3.—Except that business continues at better volume and there are a couple of minor price changes, conditions in the hardware trade remain the same as last week.

Christmas goods are the principal line of the week, and they are moving excellently now. Quite a variety of toys, novelties, cutlery, etc., are going out for the holiday season, and a great many of the orders received call for a high grade of staple lines, evidently for the same seasonable selling. Builders' hardware demands are almost as pressing as ever, and the buying of skates has depleted stocks in some jobbers' hands to a very appreciable extent.

Following the changes in the eastern markets, agricultural wrenches advanced in Toronto last Saturday and are now quoted at 67½ per cent. discount from list. Green wire cloth underwent a cut of 5c on the same day, the present prices being now $1.65 per 100 feet.

BUILDERS' HARDWARE — There is just the slightest perceptible let-up this week in this line. New orders are not so heavy and existing orders are being filled more rapidly, thus allowing shipments to go out in better time than at any part of the season so far. Many of the order files, however, are yet loaded up, but with clear sailing ahead the trade should be abreast of their business before the holiday rush comes. Prices are unchanged, and the market is decidedly firm.

WINTER LINES—Snow shovels in large orders have been shipped from Toronto in all directions to provincial points during the past ten days. Booking of poultry netting, rubber hose, wire cloth, screens, etc., continues, though the size of the orders is small compared with what was done during November. The cut of 5c on green wire cloth was provocative of some business, though not much. Ice scrapers are moving fairly well only. Some agricultural tools are yet moving, but the end for this season seems to be in sight. Agricultural wrenches are firm at the advanced price of last Saturday, and on other seasonable lines the market is strong.

HEATING AND LIGHTING GOODS—There is nothing particular to chronicle in this class of goods for the week, if exception is made to the fancy lamps going out in better number for the holiday trade. These latter are of superior quality, indicating a better feeling for quality goods this Christmas. General business is steady and good, with the market unchanged.

HOUSEHOLD GOODS—Washing machines, wringers, brooms, sweepers, brushes, mops, irons and enamelware are good sellers just now. Brooms have made their third advance since the opening of the season, and are now $4 per dozen for the kind that sold for $2.10 at the commencement of August. Scarcity of broom corn is attributed for the higher prices. Kitchenware and tin goods are active. Preparation for the holiday season is the lever which is moving household goods.

SPORTING GOODS—A great scarcity of skates is reported by some jobbing houses. The statement is made that while skate booking in the early summer was satisfactory, quite a number of hardwaremen held off buying until the first touch of winter. Last week quite a number of good skate orders were placed by local hardwaremen, and some who had booked came again into the field for a sufficient number to look after the stocking-up orders. Hockey sticks and toboggans are going well, and in sleds a big trade is being done. Gymnastic exercisers, too, are selling well.

CHRISTMAS GOODS—The season for these goods is now here in full blast, and hardwaremen and jobbers say they expect a fine selling season. Iron toys are going out more plentifully than for some seasons, and sleds and dolls' carriages, too, are almost equally as active. Dolls and lamp goods are responsible for some heavy orders. Cutlery is a foremost line, penknives, particularly, opening up well this week. Silver and plated fare are fair sellers, and inquiry is being made for cut glass and beaten brass goods. Dinner bells in fancy sets and single styles are moving fairly well. A lot of sporting goods are being sold for the Christmas season's selling.

CANADIAN METAL NOTES.

During the four years, 1905-1908, British Columbia produced 199,923,356 pounds of lead, valued at $8,990,857.

A new iron mine at Spalding, in the Lake Megantic region of Quebec, is said to be yielding 68 per cent, of fine iron.

The Nova Scotia Steel & Coal Co. has struck a 30-foot seam of iron ore on their Wabana property in Newfoundland.

The Dominion Iron & Steel Co. will have built for next season two 10,000-ton steamers for carrying ore from their iron deposits at Wabana, Nfld., to Sydney.

The Hydro-Electric Power Commission of Ontario has placed an order for 1,500,000 pounds of half-inch aluminum wire, at a cost of $400,000, with the Pittsburg offices of the Aluminum Company of America.

At a meeting of the directors of the Nova Scotia Steel & Coal Company, held in Montreal last week, it was decided that as the profit and loss account on Dec. 31, 1908, showed a balance of $1,219,221 of accumulated profits, a stock bonus or dividend of 20 p.c. to common shareholders be recommended. Each shareholder will receive one share of common stock for every five shares now held by him. It was also resolved to pay a cash dividend of 1 per cent. on the common stock of the company. It was stated that business for 1909 has been fairly good, and notwithstanding the depression which has existed, the profits will exceed those of last year by at least $100,000.

TRADE WITH AUSTRALIA.

James Pender, of James Pender & Co., St. John, N.B., who was the representative of the St. John Board of Trade at the recent congress of the Chambers of Commerce of the Empire at Sydney, Australia, has been stopping in Montreal on his way home. Mr. Pender states that Imperial preference had made rapid progress in the minds of the people from all sections of the British Empire. At Sydney the idea of preferential trade within the Empire was carried by decisive majorities. There were ten delegates from Canada and they voted as one man for Imperial preference.

In regard to the prospects of additional trade between Canada and Australia, two things were necessary to extend the business. In the first place, it would be necessary to have an intercolonial arrangement and then the freight or transportation would have to be taken up. A line of steamers would have to be established between the Atlantic ports of Canada and the distant Commonwealth before much could be done in improving the trade relations between the two countries. We cannot ship via New York as the American steamship companies discriminate against Canada every time and this is a factor which cannot be lost sight of in working up trade between nations or colonies. Already Mr. Pender said, the Massey-Harris Company have captured the Australian market for their particular line of goods and what they have done can be accomplished by others in different lines.

Mr. Pender visited several points in western Canada and told Hardware and Metal that prosperity was evident everywhere.

HAVE A PLAN TO FOLLOW.

The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner.

Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Don't let custom dictate the boundaries of your business—don't let convention hold you down.

Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—*System.*

HARDWARE TRADE GOSSIP

Ontario.

Wright & Allen's hardware store, at Aylmer, has been improved by a new store front.

John Maker, tinsmith and stove dealer at London, sustained a small loss through fire in his premises last week.

Kentnor & Tuck, hardwaremen, Burlington, have dissolved partnership. The busines will be continued by John Kentnor.

D. A. Moore has sold his hardware business at Oakville to Anderson Bros., and stock is being taken now preparatory to the change.

Joseph Woodsworth, for many years a retail hardware merchant in Toronto, has returned from a five months' trip to the United Kingdom and the Continent.

The death occurred at Martintown, last week, of A. J. McGregor, father of Arch. McGregor, traveler for Lewis Bros., Montreal, in northern Ontario.

F. B. Hudson, formerly with the Hudson Hardware Co., Belleville, has removed to Hamilton, where he and his father-in-law have secured the controlling interest in the Commercial Oil Co.

Frank Child, hardware merchant, at Matheson and Cochrane, had the misfortune to break his leg last week. His brother, Charles Child, plumbers' supply man, Toronto, has gone north to assist while Frank is laid up.

J. H. Kerswill, who has been representing Frothingham & Workman, of Montreal, in western Ontario for several months, has taken over the ground covered by J. A. Fraser, now traveling for the Alexander Hardware Co., Hamilton.

T. J. Johnston, for over a quarter of a century, manager of the lead and paint works for the James Robertson Co., Toronto, underwent a serious operation last Monday and will take an extended rest before returning to work again.

F. A. Fisher, manager of the Enterprise Foundry Co., Sackville, N. S., spent a few days in Toronto this week with L. N. Stewart, Ontario sales representative of his company. Mr. Fisher will visit Detroit and other cities before returning east.

The premises at No. 20 Temperance street, Toronto, have been sold to Paton Bros., dealers in paints and oils, for a new warehouse. The price paid for this building was $25,000. The purchasers will occupy their new premises about February, 1910.

Armon D. Sinclair, accountant and salesman in the Moir hardware establishment, Arnprior, has gone to Orillia where he assumes the duties of an important office with the Orillia Hardware Co. Before leaving Arnprior, Mr. Sinclair was presented with two addresses and two souvenirs.

Quebec.

H. Pitts, Cornwall, Ont., has been on a visit to Montreal.

E. Caron, Chambly Basin, Que., has been a buyer of hardware in Montreal.

Mr. and Mrs. W. A. Mitchell, of Kingston, have been on a visit to Montreal.

G. Parent, of Pointe Claire, has been a caller on the Montreal hardware trade.

C. A. Connor, of J. H. Connor & Son, Ottawa, has been stopping in Montreal.

J. A. Paquin, St. Eustache, Que., has been calling on the hardware trade in Montreal.

J. A. Dansereau, hardwareman and dealer in shoes, Montreal, has filed a consent of assignment.

A. R. Hart, representing Lewis Bros., Montreal, in Calgary, is making his annual visit to headquarters.

D. Roskam, of the Ever-Ready Safety Company, Montreal, has returned from a trip to the Pacific coast.

D. G. Smith, president of the Smith Hardware Co., Montreal, has returned from a trip to the Pacific and western points.

A. E. Peters, president of the Record Foundry Co., of Montreal, and Moncton, is on a visit to Montreal headquarters.

J. B. Macdonald, of Macdonald & Co., Halifax, N.S., plumbers, steamfitters and machinists, has been on a visit to Montreal.

J. F. Themens is now representing Frothingham & Workman, Montreal, in Quebec, along the north shore, in the place of A. I. Vallerand.

James W. Lee, for many years with the Canada Paint Co., Montreal, has, in addition to ranching in the Northwest, opened a general store at Langley Prairie, B.C.

N. G. Neill, who has been appointed industrial commissioner for Port Arthur, received a cabinet of cutlery from the staff of the Caledonian Iron Works, Montreal, having been with this firm for 15 years.

W. H. Gerke, manager of the Martin-Senour Company, Montreal, has returned from a trip to Halifax, N. S., after attending to the taking over of the Maritime Paint and Varnish Co., Halifax, which will now be conducted as a branch of the Montreal office.

Edward Rodgers, who was with the Pillow-Hersey Co., Montreal, for forty-four years, died recently. The Pillow-Hersey Co., was incorporated with the Montreal Rolling Mills. On retiring from the company, Mr. Rodgers was presented by the employes with a gold watch, and by the head of the firm with a gold chain, as a souvenir of his long service.

G. J. Rogers, traveler for the Jas. Robertson Co., Montreal, died suddenly at the Queen's Hotel, Megantic, on last week, from heart failure, following an acute attack of indigestion. Mr. Rogers had been with the James Robertson Co. not quite two years, previously to that being with the Syracuse Smelting Works, Montreal, and he was traveling in smelting, babbit and type metal.

Extensive improvements have been made to the offices and plant of the James Robertson Co., Montreal, since the fire which practically gutted the place some months back. A handsome entrance now leads to the offices, which are on the first floor, instead of on the ground floor, as in the old structure, and are most conveniently arranged. The assembling rooms and shipping offices are now on the ground floor. In fact, the whole place has practically been rebuilt, and made, as far as possible, fireproof, with solid brick walls and fireproof doors between each building. The smelting of lead and brass has been removed across the road to a new building, thus doing away with the risk of fire to the main plant. The plumbing supply department will remain for the present in the biulding in Rocollet Street, which was taken for the purpose immediately after the fire. The whole plant is now running again, including the sheet lead mill.

Maritime Provinces.

S. A. Crowell & Co., hardware merchants, Yarmouth, N.S., have been registered.

Z. R. Everett, who at one time conducted for many years an extensive hardware business at Fredericton, died at Verdun (Montreal) last week.

H. F. Cohoon, who was partner with Bent & Cohoon, New Glasgow and North Sydney, for 24 years, has taken over the North Sydney branch and will continue the hardware business under the old firm name, Mr. Bent taking over the store at New Glasgow.

Western Canada.

The Safe Lock Fence Co., of Owen Sound, Ont., is to establish a warehouse in Brandon.

T. S. Rank, Oxford, Assa., is instaling a new heating plant in his hardware store. He has moved into his new tinshop.

J. Nicoll and F. E. Duxbury are opening a hardware store at Battleford.

A. W. Coulter, formerly a hardware merchant at Dryden, Ont., is opening a hardware and furniture store at Creston, Kootenay Valley, B. C. Mr. Coulter writes: "I find Hardware and Metal a very valuable paper."

HIGH PRICES FOR BROOMS.

Judging from reports there is a likelihood of broom prices soaring higher than for some years past, and there is a probability that after the New Year even the present high prices may be increased, owing to the great scarcity this season of broom corn.

O. A. Manchee, of H. W. Nelson & Co., Toronto, has just returned from a trip through the broom corn section in the Western States, and reports that there is more truth in the short crop reports than many manufacturers care to admit. Localities that have always had an abundant stock of corn on hand at this time of the year are cleaned out completely, and just where the corn is coming from to keep the factories going is a hard problem to solve.

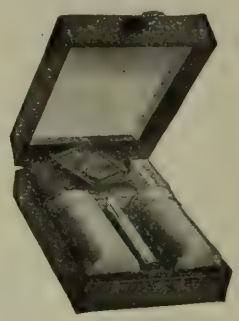
"These conditions," he says "are bound to keep the heretofore common household article up in the fancy figures, with no possible chance of any decline. In fact it is more than likely still higher prices will have to be paid before the New Year is very far advanced."

Not since 1868 has there been such a scarcity of corn. At that time broom corn brought from $400 to $500 a ton. The price in an ordinary year is about $80 per ton; this year the price has already gone to $260, which is about $50 higher than last year. The wholesale price of brooms, since the beginning of September, has jumped from $2.10 to $4.00 per dozen for the cheaper grades, and from that up to $8 is the price asked for better qualities. This would make the retail price about 40 cents for the ordinary 25-cent broom. Relief is not expected before September next, when the new broom corn is harvested

NOVELTIES AND NEW GOODS

AUTO-STROP SHAVING SETS.

The Auto-Strop Safety Razor Co., Montreal, have increased the selling power of their razor by marketing in handsome boxes of a useful size



"Kit" Auto-Strop Set.

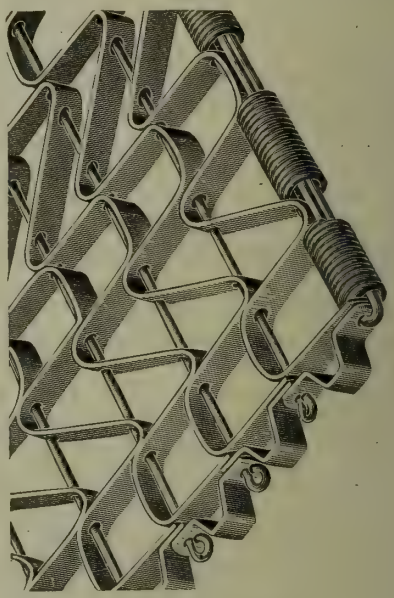
holding a complete shaving outfit. These boxes make most acceptable presents, and the range of values being a good one, a hardware merchant can increase the selling force of his stock by having the full set. There are four sets of boxes, the Standard (the old set), and the Travelers, the Tourist and the Kit. The fitting and completeness of the boxes increase with the price, the Kit—the edition de luxe—comprising silver plated razor, rubber set brush, and soap in silver plated tubes, case of one dozen razor blades, strop, and best English silvered mirror. The boxes are of black morocco, with a strong clasp.

NEW FENCE TOOL.

The Smith Hardware Co., Montreal, are introducing upon the Canadian market a new fence tool—the 1900 staple puller. It is an extremehandly tool embodying all the improvements that can be suggested, and should prove a good seller for the hardwareman. One of the principal features of the tool is the hammer swing given to it by the handles having a well-balanced grip and with the head weighty, a perfect driving tool is obtained, thus combining a hammer with a wire cutter and staple puller. Another important point is that the wire cutting parts are so constructed that no adjustment is required for cutting various sized wire. Only one action is necessary to cut anything. This means a great saving of time. By using the interior part of the head staples bent in pulling can be straightened for using again, while tie wires can be easily spliced. The two sides of the puller are used for barbed wire and the centre for poultry netting and wire fence. The article is made of high grade tool steel drop forged, and is warranted by the manufactureers.

ACME WIRE MAT.

The Acme Steel Goods Co., 2834 Archer Ave., Chicago, have recently made several improvements in their "Acme" mat, which will make it more popular than ever. The weak point in most steel mats is that the edge frequently breaks under hard usage. In the "Acme" this has been overcome by the adoption of a guarded edge, which, they claim, makes the mat indestructible, without impairing its attractiveness. The edge is so placed that heavy wear has little effect upon it, and the mat is as flexible as before. As in the past, the "Acme" mat is thoroughly galvanized and



Acme Steel Wire Mat.

made of the best strip steel, three-eighths of an inch in depth.

STEEL RAIL TRADE.

A compilation of rail orders booked to November 1, for the U. S. and Canada since the beginning of 1909, shows a total of 2,600,000 tons, of which 1,800,000 tons are this year's rolling. Next year the tonnage, it is estimated, will go over the 3,000,000 mark—not a record, as 1906 went 4,000,000 tons. Car buying since the opening of November has aggregated 17,000 cars and 120 locomotives for the two countries; and orders for bridgebuilding material mounts up to 100,000 tons.

Trade News from the Atlantic to the Pacific

St. John Firm May Establish Foundry at Fort William—Brantford gets New Industry—Alberta to Have New University—British Columbia Firms Amalgamate—Brantford Stove Firm Retiring From Retail Business.

ST. JOHN.

December 1.—The energies of all the retail hardware dealers here now are bent toward making an attractive display of holiday goods and some novel window trims are planned for the next few weeks. The dealers report that there is a tendency towards firmer prices, especially in metals where the basic principle is iron.

J. W. McAvity, of the McLean Holt Company, of this city, manufacturers and dealers in stoves, ranges and metal castings, has been in Fort William (Ont.), looking over the ground with the intention of establishing a foundry there, providing satisfactory arrangements can be made with the city.

A. E. Jubien, who has been secretary of the Enterprise Foundry Co. for a number of years, has severed his connection with that firm to enter business as manufacturers' agent. Previous to joining the Enterprise Foundry Co., Mr. Jubien was with the Sydney Cement Co., Sydney, and both firms speak in the highest terms as to his ability and integrity.

W. S. H.

HALIFAX.

November 30.—Trade is slackening up in most lines of hardware now, all the orders for the season having been filled and shipped. The season was a very good one, considering the high prices asked for most lines. Jobbers report quite an improvement in collections, they being ahead of those for the same period of last year.

Prices in all lines are firm, and in some they show an advance. White lead is 10c per 100 lbs. higher, and cotton lines and twines have been advanced 1c per lb. Ingot tin, pig lead, spelter and wire nails are all very firm.

The construction work of the new steel-casting plant at the Londonderry Iron Works is nearing completion, and it is expected that it will be in operation before the end of the year. The open-hearth furnace is practically completed, also the coke ovens. After the instalation of a sand-mixer, a traveling crane, a metal saw, and some other machinery, the work of casting will commence. The plant will use oil in place of coal for fuel.

G. S. Dorman, who was for many years foreman of the plumbing and steamfitting department of Bruce, Stewart & Co., Charlottetown, has left for Moncton, where he will reside in future. Previous to his departure he was presented with a handsome gold chain.

Alexander Sterling, who was for many years in the employ of the hardware firm of A. M. Bell, has left for Winnipeg, where he has accepted a position with the Miller & Morse Co. Previous to his departure he was presented by the Millbank Club with a handsome fountain pen, finished in gold, appropriately engraved, and an address conveying the good wishes of his clubmates.

George Morash, a highly esteemed employe of the Canada General Electric Co., Ltd., of this city, has been transferred to a more important position in the Vancouver branch of the same company. Mr. Morash, accompanied by his wife, will leave for the Pacific city this week.

J. H.

KINGSTON.

December 1.—Robert F. and John Elliott, hardwaremen, received word of the death of their brother, William Elliott, in California. Deceased died suddenly of heart failure. He was well known here, having served his apprenticeship in Chown & Cunningham's foundry, and when this company ceased business, removed to California.

The Frontenac Lead Mining Company has met with further success. Several moneyed men of the States have advanced $125,000 in bonds, which insures a capital of $165,000 to begin with, since $40,000 was paid in as stock.

E. G. B.

TORONTO.

December 1.—M. Matthews, who travels for the Canada Metal Co., Toronto, was the only representative of the hardware or metal trades who was nominated for election to the Toronto Board of Directors in the Commercial Travelers Association. This is the first time "Mike" has run for office, and his friends hope to see him elected.

S. F. Bowser & Co., Toronto, have installed a Bowser dry cleaning system in the Parker Dye Works, a ventilating system being included to carry off the fumes arising from the use of gasolene in cleaning garments, etc.

W. W.



M. MATTHEWS, TORONTO.

Canada Metal Co. Salesman who is a Candidate for Election to Toronto Board of Travelers Association.

CHATHAM.

November 30.—The question as to whether or not Chatham manufacturers can be compelled to take their water by meter was settled before Justice Clute at the non-jury sittings of the High Court, this afternoon, when His Lordship handed down judgment, dismissing the action of W. A. Hadley and the Hadley Lumber Co. against Mayor W. H. Westman, chairman of the water commission, and his colleague, Commissioner Stewart Lamont. Some 18 years ago when the waterworks plant was owned by a private company, which shortly after sold to the city, the Hadleys were given a flat rate of $65 a year for their factory. Last spring, on becoming chairman of the water board, Mr. Westman, who is a member of the hardware firm of Westman Bros., brought in a by-law requiring all manufacturers, hotel keepers and liverymen to put

their services on meters. For the purposes of a test case, the Hadleys who refused to put on a meter brought action to restrain the two commissioners from shutting off their water, claiming that they had a right in perpetuity to receive all the water their factory might require in return for $65 per annum, anl also challenging the qualifications of the commissioners. Justice Clute finds in favor of the defendants, with costs. One of the allegations against Westman was that, being a member of the firm of Westman Bros., who held a plumbers' license, the issuing of which is in the hands of the water board, he was thereby debarred from acting on the board. Had this contention been sustained it would have meant that no plumber could be elected mayor of a city where a water board is in existence, the mayor being ex officio a member of the board.

Arrangements are well under way for the formation of a company which will manufacture stoves in Chatham. The company will be capitalized at $40,000, with $25,000 paid up capital. The larger share of the stock is being put up by Chatham capitalists. An experienced stove manufacturer from out of the city will be engaged to manage the plant. Tax exemption will probably be asked from the city. The company will at first undertake only the manufacture of a steel range suitable for coal and wood, patent rights for this having been secured. The foundry will be built on a fairly large scale with a moulding shop attached. W. E. P.

BRANTFORD.

November 30.—The Waterous Engine Works Company announced that the Seagrave Fire Appliance Mfg. Co., Walkerville, will move to this city, occupying the premises now occupied by the Waterous Wire Nail Works, who will secure a new site for their buildings.

Additions, to cost probably $50,000, will be erected to Ryerson and King Edward schools.

The Brandon Shoe Co. will erect a factory 40 x 120 feet, two storeys high.

E. B. Crompton will open a departmental store here next spring, but will not include hardware in their stock.

The separate school board has decided to erect a new separate school to cost about $25,000.

S. G. Read, real estate agent, has decided to erect an addition to his present premises on Colborne, to consist of an addition 42 ft. by 20 ft., two storeys.

Leonard F. Bishop, of Bishop & Son, hardware dealers, has passed his examinations at the Toronto School of Cavalry, and is now a qualified lieutenant in the 25th Brant Dragoon Regiment.

J. E. Weston, Tillsonburg, is having a five days' sale of stoves and tinware.

The Sanderson-Harold Co., Paris, commenced work in their new factory last week.

After having been in the retail stove, tinware and hardware business for a period of five years, the Telephone City Stores announce that they intend closing out their retail store on Colborne street, restricting themselves to the manufacture of stoves and the wholesale trade. They will hold a closing out sale during December and January, for which they are already making preparations.

A. W.

CALGARY.

November 26.—J. H. Ashdown, of the Ashdown Hardware Co., Winnipeg, is in the city on a business trip.

The Canadian Bank of Commerce through Tool, Peet & Co. have purchased two lots in East Calgary, on which a new building will be erected on the new property.

The most important meeting that has ever been held by the Senate of the University of Alberta was held in Strathcona on Friday. Plans for the new university have been accepted by the Senate, these providing for a building 230 x 72 feet in size, with wings to the north and south ends 110 x 38 feet. Provision was made for a library to accommodate from 15,000 to 20,000 volumes. It is estimated that the building will not be completed inside of three years, and its cost is estimated at approximately $500,000.

J. J. Walsh, of the Standard of Empire, is paying Calgary a visit on his return from the coast. Mr. Walsh says he finds the west more prosperous every trip he makes. This season is the climax, but he anticipates that on his next trip there will be just as much change in the growing west as there has been previously.

M. G.

VICTORIA.

November 27.—The two largest firms at Duncans, B.C., are to be united into a joint stock company. The firms affected are those of W. P. Jaynes, the oldest established business in the district, and Pitt & Peterson, established over eleven years ago. Plans have been drawn up for a new brick block, 100 x 60 and two storeys in height, for the new firm. The store will have the following departments: Groceries, dry goods, boots and shoes, and a full line of general hardware.

The Times Printing Company are calling for tenders for a new office building.

The tender of the Cobbert Heating and Plumbing Co. for twenty tons of pig lead at $3.59 per 100 lbs. was accepted by the city council.

W. B. C.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Kidd & Clements, Wapella, Sask., ask if there is a satisfactory chemical soot destroyer on the market.

We have been unable to learn of one, and experts say chimneys must be cleaned in the old-fastioned way. To overcome gathering of soot in furnaces, the only practical method is to adopt means to increase combustion. The use of a chemical would damage the furnace.—Editor.

WOOD ASHES—Regarding the recent inquiry as to purchasers of wood ashes, Hardware and Metal learns that ashes are bought by P. Wilson, ash buyer, Lindsay, the maerial being shipped to California for use as fertilizer.—Editor.

Extension Ladders. — H. Gilles, St. Jacobs, Ont., writes: "Where can I buy good quality extension ladders for use in eavetroughing. I want two of 16 feet and two of 18 feet.

Berlin Woodenware Co., Berlin, and Stratford Mfg. Co., Stratford. —Editor.

A GOOD SALES IDEA.

A good crowd-pulling sales plan was recently used by a western retailer, who gave with each 15-cent purchase a ticket. He advertised that the pony would be given away at five o'clock, on December 24, to the girl or boy holding the greatest number of tickets. The pony was put on exhibition in the sporting goods and toy department, and this plan induced the children's parents and friends to trade at the store to please the little folks, and help them to win the much-desired prize.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

GOOD line of hardware wanted on commission for city and country. To commence January 1st. Apply Box 925, HARDWARE AND METAL, Toronto. (49)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

ENGLISH firm manufacturing full line of paints, dry colors, varnishes, etc., desire to secure Canadian agent who has good connection with the Canadian hardware trade. Having direct steamer connection with Montreal, long experience in manufacturing, up-to-date plant and equipment and large output, we believe good live Canadian agent could build up good business for us. We would be willing to advertise the line in Hardware and Metal. Apply, giving agencies held at present, to Box 917, HARDWARE AND METAL, Toronto. (50)

MANUFACTURERS' AGENT with good connection with hardware trade wanted to take hold of first class line of ice cream freezers. State lines already carrying. Box 922, HARDWARE AND METAL, Toronto. (50)

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

TILES—Wanted, resident agents to sell glazed tiles, floor tiles, etc., in Winnipeg, Montreal, Quebec, Toronto, Halifax, Vancouver. Apply "Tiles," care HARDWARE AND METAL, 88 Fleet Street, London, England. (49)

U. S. MANUFACTURER of hammocks wants to secure good live Canadian agent. State agencies already carried and facilities for covering hardware trade. Box 923, HARDWARE AND METAL, Toronto. (50)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Stove, tinsmith and plumbing business in good Western Ontario village. Water works just going in. Price $2,500. Apply Box 924, HARDWARE AND METAL, Toronto.

FOR SALE—Hardware, tin and plumbing business in Western Ontario. Stock $5,000. Turnover $18,000. Fine opportunity to the right party. Box 918, HARDWARE AND METAL, Toronto. (50)

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—First-class stove, tinware and jobbing business, including furnaces, eavestroughing, metal roofing plumbing, glass and a nice line of hardware. Stock about $3,500. Shop, including house and barn, can be had at a nominal rental. Situated in a thriving Ontario village on a leading railway. No opposition. Above price includes tools, horse and waggonette. Box 927, HARDWARE AND METAL, Toronto. (51)

HARDWARE BUSINESS WANTED — In Ontario town or city. Write, giving stock and turnover. Box 916, HARDWARE AND METAL, Toronto. (49)

HARDWARE BUSINESS FOR SALE.—A good running hardware business in the Province of Alberta for sale. Stock about nine thousand dollars. Amount of turnover between thirty to thirty-five thousand dollars per year. Nothing but cash will be considered. For further information apply Box 913, HARDWARE AND METAL, Toronto. (48)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

CASH AND PACKAGE CARRIERS — Better and quicker service in your store results from the installation of the "GIPE" system of Cash or Parcel Carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. John Kay Co. Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods, and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Limited, 8 John St. N., Hamilton. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3.00 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd. 30-32 Adelaide St. W., Toronto. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Salesman with well established trade in Canada to sell an old and well established line of refrigerators on commission basis. Give full details as to lines carried, references, etc. Box 912, HARDWARE AND METAL, Toronto. (50)

WANTED—An experienced hardware man, capable of taking charge of a business, with capital to buy interest in business. This business is a very prosperous one and is a good opening for the right man. Box 921, HARDWARE AND METAL, Toronto. (51)

WANTED—December 1st, 1909, two experienced hardware travelers for Ottawa Valley. In applying state experience and what section of country traveled. Reference required. Apply by letter or in person to Thomas Birkett & Son Co., Ltd., Ottawa, Canada.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

A YOUNG MAN, three years' experience, wants position as tinsmith. Used to all kinds of country trade. Steady habits. Address, Box 79, Bolton, Ont. (49)

EXPERIENCED furnace and stove salesman open for engagement with first class company the first of the year. Twenty years' practical experience in Canada and United States. Six years' traveling experience in Ontario. Would consider city engagement. Address, Box 907, HARDWARE AND METAL, Toronto. (49)

HARDWARE traveler with an A1 connection is open for an engagement January 1st, 1910. Twelve years experience in the Ottawa Valley. Communications strictly confidential. Address Box 914, HARDWARE AND METAL, Toronto. (48)

WANTED—Situation as hardware salesman. Fifteen years' experience. Could take position at once. Apply Box 928, HARDWARE AND METAL, Toronto. (49)

Business Men and the Proposed Exposition at Winnipeg

Written for Hardware and Metal by George M. Hall.

A great International Exposition is proposed for Canada—to be held in Winnipeg in 1912—and the business men of the country are asking: "Will it pay? Will it be good for business before the event, while it is in progress, and after it is over?"

All business men are interested in this phase of the Exposition idea and no one branch of business has a greater interest than the hardware and metal men. If the Exposition goes forward to consummation and success—as it seems likely to—there is no doubt that the hardware and metal business will be affected and the question is whether the effect of such a project as this will be beneficial or otherwise.

It deserves to be said in this respect, that one of the most convining arguments in favor of the Exposition as a purely business project, is found in the personnel of the committee of forty-one business men which has the work of organization in hand. These men are proceeding on the conviction that the exposition will be a good thing for business in Winnipeg, in Manitoba and in all Canada. Perhaps they the wrong, but they sincerely believe they are right.

These men have come to their belief after personally looking the Exposition ground over and patiently enquiring into the effect of other similiar enterprises—the St. Louis, Portland and Seattle fairs, among others, affording examples of the application of the Exposition idea in communities of approximate condition to Winnipeg. Information gathered from these sources is wholly to the effect that the cities in which the fairs named were held were very greatly benefited by this means. Dealing generally with the subject—upon inquiry—the business men of St. Louis, Portland and Seattle have told the Winnipeg committee that, beyond any doubt whatever, the expositions that were held in their cities were very beneficial to business of all sorts, more especially the lines connected with the sale of lands, buildings and all lines that draw sustenance from community growth. Railroad men also tell of increased immigration resulting from these expositions.

Already the exposition idea is reputed to be responsible for some of the remarkable growth that has taken place in Winnipeg this year and further development of the same character—real estate and building—that is planned for next year. New buildings to the value of more than $9,000,000 have been erected in Winnipeg or will have been before the close of the year. Twenty thousand tons of structural steel has been used in Winnipeg and it is reported that Winnipeg architects have already received commissions for no less than $7,000,000 worth of plans, already, for next year's building. This is a very respectable showing for one city of the west, but there is no doubt that these figures will be increased when it is definitely known that the Dominion government is to endorse the Exposition project.

It is estimated that it will require $8,000,000 to equip the Exposition alone. Buildings are to be erected by various provinces, and France, Germany, Austria and Switzerland have already opened negotiations for space, while the United States will also participate, because of the heavy trade interests of that country in western Canada. The Mother Country will undoubtedly attend the coming out of the Elder Sister, and it is certain that the amount expended by all the participants in Canada's first exposition will be very large. It is also certain that a very large part of it will be expended in buildings, some of which will be permanent structures, it being a part of the plans of the exposition committee to unite with the province in erecting permanent university buildings, or with the City of Winnipeg in erecting permanent exhibition buildings. In either case, the outlay for buildings is sure to be large and result in increased activity in hardware and metal lines of trade.

Winnipeg's Hardware Turnover.

With the remarkable activity in building that has marked Winnipeg business this year, the movement in all lines of hardware has been heavily increased. The manager of one of Winnipeg's largest wholesale hardware houses places the annual hardware turnover of the city at from $12,000,000 to $15,000,000 and says that the larger amount is not too large, if all special lines of hardware trade are included. In all lines of hardware demand, this sum is likely to be nearly or quite doubled for each of the two years that will elapse between the time that the actual operations in exposition work may begin—as soon as the approval of the Dominion government is assured—and the opening of the Exposition in 1912. In spite of the heavy building operations that have taken place in Winnipeg during the past six years—when more than $50,000,000 worth of new buildings have been erected—the supply of housing accommodation for business and domestic purposes does not meet the demand and a very large amount of extra work must be done to accommodate the thousands of people who will attend the exposition in Winnipeg. It will take several thousand new structures, hotels ,dwellings, apartment blocks, stores and the like, to furnish housing and business facilities for the increase of population resulting from exposition attendance.

Very nearly 4,000,000 persons attended the Seattle fair, mostly from places at a distance from Seattle. Reasonable expectation for Winnipeg—in like circumstances and with a more favorable location in relation as regards means to population—should give an attendance of eight millions, at least, at Canada's exposition. Not only must all of those who come from a distance be housed in Winnipeg while they are there but they will be induced by particularly low railway rates to travel all over western Canada, and such conditions cannot fail in making very great increases in building operations all over the west. Activity in building operations is inseparable from activity in hardware and metal lines of trade, and the exposition argument appears to strongly point the moral of good hardware and metal business.

OFFICE ECONOMY.

Employees should be more economical of office stationery and supplies. Everything costs money. Take printed postals, for instance. They cost a cent apiece to begin with; then the printing on them is so much extra. They are scattered around the office, on the desks; occasionally one rests on the floor. Then with letter-heads—regardless of the quality of paper and cost of printing—for a bit of memo, telephone message or something of the sort you grab up a letter-head, scribble or typewrite a line or so for temporary memo, then throw the sheet away. The conscientious clerk would not think of taking a one-cent stamp belonging to the employer, but will waste stationery and supplies. Be consistent and economical.

CORRUGATED IRON

We make it—either painted or galvanized—in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths. . . . . .

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

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Mr. PAINT DEALER

WE MANUFACTURE IN WINNIPEG. Do you realize what that means to you? It means that you can get anything your customer may demand of you in a minimum time, as we are in a position to ship the same day as we get your order, enabling you to please and therefore hold your paint trade. Our well-equipped factory is always running at its full capacity and although we have, up-to-date, been able to cope with the enormous amount of business we receive, we realize that next year our present facilities will prove inadequate, knowing this we are just doubling our factory in size, insuring thereby the continuance of our prompt shipments. Remember our motto: "All orders shipped the same day as received."

G. F. STEPHENS & CO.

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Get this FREE Book before you build. Tells why fireproof metal material is cheaper from first to last—tells why one kind is the cheapest it's safe to buy. No matter what you mean to erect or repair, indoors or out, send for book. Ask nearest office

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PEASE ECONOMY ROUND HOT WATER BOILERS

They are built especially for basements with low ceilings ---which gives them a wider demand.

They have Iron to Iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of real value either in adding to heating efficiency or reducing fuel consumption. As a result

ECONOMY BOILERS ARE EASY TO OPERATE AND ARE VERY ECONOMICAL.

If you are a practical dealer, a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

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WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Wholesalers report the trade rather quiet just now, with frequent light orders for specialties and seasonable goods. The heating trade was very heavy up until recently, and it is evident that the trade is quite well supplied. Christmas lines and winter goods are the heaviest selling at present. Cutlery is having a good run, and local stores are well stocked with very attractive lines. Travelers report that these lines have been stocked heavily all over the west and the trade in all holiday goods, including plated ware, etc., promises to be excellent.

Lumbermen's supplies, such as axes, axe handles, saws, chains and files, are going out well, and retailers last week sold quite a large quantity of these supplies. Weather strip, which we quote this week, has a splendid demand, and prices are firm.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $3 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper. No. 7 29c; 3, 29½c; 9. 30½c; 10. 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, and 5 per cent.

AXE HANDLES—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

IRON WASHERS—Full box, 45 per cent.; smaller lots, 40 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

STEEL SQUARE—45 per cent. off new list.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

WEATHER STRIP—Wood and felt, No. 61, $1.25 per 100 feet; No. 62, $1.75; No. 64, $2.25. Blue felt, 40 cts. per pound.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.65; 18, $3.70; 20, $3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

TIN PLATES—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 19c; Pennoline 25c; Sunlight, 21c; case $2.35; Family Safety, 24c; Search Light, 22c; National Light, 25, Silverlight, 21; engine gasolene, 24c; Acme Lamp, 30; White Lily, 23; Royal, 22½c; White Rose, 24.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 76; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

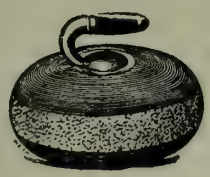
CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, light, 60 and dark, 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvestor, 30c; standard gas engine oil, 36c; Renown engine 38c.

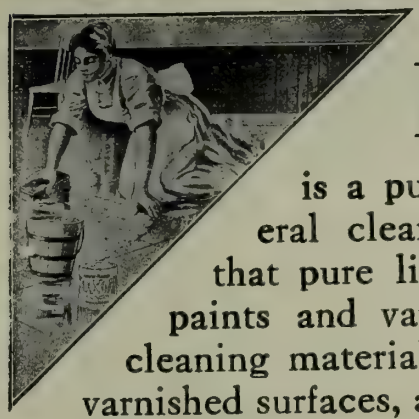
Genuine "K" Red Hones



We import only this celebrated line of curling stones, which are universally recognized as the best made. The running surfaces are cut by a new process which ensures absolute accuracy and uniformity in play. We can supply in all weights from 36 to 42 lbs. each. Also curling-stone boxes, brooms and uniforms.

Liberal Discounts to the Trade.

The Hingston-Smith Arms Co.,
Limited
Sporting Goods - Winnipeg



SHERWIN-WILLIAMS

Flaxoap

is a pure linseed oil soap for general cleaning. Owing to the fact that pure linseed oil is the life of all paints and varnishes, Flaxoap is the best cleaning material to use on all painted and varnished surfaces, as it tends to keep the paint or varnish film in perfect condition.

Flaxoap is especially adapted for cleaning floors, woodwork and furniture. It is splendid for cleaning and polishing cut glass, windows and mirrors, and can be used with good results for cleaning automobiles, carriages and other highly polished surfaces.

This is a line you can profitably sell.

Write us for further particulars today on Flaxoap.



THE SHERWIN-WILLIAMS CO.

CANADIAN HEADQUARTERS AND PLANT:
897 CENTRE STREET, MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.

734

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



A MARTIN-SENOUR PAINT AGENCY

if fully explained will interest you.

The 100% PURE PAINT will increase your sales.

We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

EDMONTON - - - - - WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The construction of the Welland glass works will be commenced next spring.

A. and F. Fraser are about to construct a saw mill at the head of Hazley's Bay, near Pembroke.

Work has been commenced on a 135-foot addition to the Provincial Steel Company's plant at Cobourg.

Donald Fraser & Sons will erect another mill at Fredericton, to take the place of the Aberdeen mill which was destroyed some years ago by fire.

The Toronto city architect has issued to the Fairbanks-Morse Co. a permit for a warehouse to be erected there. It will be four storeys high and cost $40,000.

M. Townsley & Son, Minneapolis, manufacturers of cable lightning arrestors, are looking over the ground at Brandon with a view to finding a location for a branch.

The sheet steel works at Morrisburg have resumed operations, having been partially shut down owing to making repairs at the power house. Two new rolls have been installed as well as two new furnaces.

A new industry for Toronto is to be a creosoting plant, which will turn out treated wooden blocks for street pavements. City Engineer Rust made an announcement that a big American concern will locate five or six such plants in Canada.

George T. Rosselle, of Cincinnati, acting on behalf of Geo. H. Paine, a Cincinnati capitalist, has completed the purchase of the stock and machinery for the manufacturing of the Sunlight gasoline light from the Sylvester Mfg. Co., Lindsay. A company for the manufacturing of gasoline lighting and heating devices exclusively will be organized and an industry started in Canada.

Upon the reopening of traffic in the North Arm, which is now blocked by the construction of the new bridge, the Westminster shingle mill on Lulu Island, B.C., will commence operations. The mill will have a daily capacity of 150,000 shingles. Six shingle machines are included in the plant. It is the intention of the company to erect a large lumber mill shortly, to which the shingle mill will be an auxiliary. Construction will probably be started in the spring.

The Canadian branch of the Crocker-Wheeler Mfg. Co., of Ampere, N.J., will be located at St. Catharines. The firm has one contract on hand now for the City of Winnipeg in connection with the big power works. This contract alone amounts to $250,000, it is said. This machinery will be made in St. Catharines, and it will be necessary to greatly enlarge the factory building the company have purchased from the city. While they agree to start with a hundred first-class mechanics, the company say that within a few years they will be employing perhaps a thousand.

Municipal Undertakings.

At the meeting of No. 2 committee of the London city council it was decided to adopt the city engineer's suggestion and install a storm water sewerage system at the expense of $60,000, which will be raised by debentures if the people are agreeable.

At a meeting of the Orillia Fire, Water, Light and Power Committee, it was decided to lay 10-inch water mains from Mississaga to Colborne streets on West and Andrew streets. It was also decided to lay an 8-inch main on Mississaga street west, from O'Brien street to beyond Douglas street. This is the first of the Mount Slaven extensions. The contract for supplying the iron pipe was awarded to the Canada Foundry Co., at $34.20 per ton, f.o.b., Orillia.

The Hamilton Sewers Committee awarded the contracts for the building of the new sewers on Imperial and Arthur streets and the base line in the annex. J. J. Armstrong got the contract for constructing part of the sewers on Imperial and Arthur streets, and Andrew Mercer was awarded the contract for constructing that part of the sewer on the base line. Thomas Williamson's tender of $1,325 to lay the iron pipe for the extension of the Ferguson avenue sewer through the revetment wall was accepted.

Superintendent Madison, of Vancouver, has outlined to the civic water committee the 1910 programme for the extension of permanent city mains. The list covered 3.05 miles of four-inch pipe, 8.26 miles of six-inch, .46 mile eight-inch, and 2.20 miles of 12-inch. One hundred hydrants will be placed at street intersections in connection with the laying of the main and proper crosses and valves also placed and installed. The estimates cost of the work is $79,380, which is provided in the $400,000 waterworks by-law passed last month.

Public Buildings.

A $20,000 armory is proposed to be built at Portage la Prairie.

A new six-room separate school to cost from $20,000 to $25,000 will be built at Brantford.

Waterloo, Ont., is to have a new Grand Trunk station, which will be built within a year.

Montreal city council will build a $10,000 residence at the corporation yards for one of its foremen.

The Church of the Epiphany congregation have decided to build a new edifice at Toronto immediately.

Plans for the new hospital at New Westminster are being considered this week. The cost will run from $75,000 to $125,000.

The new $25,000 post office to be built next year at Mitchell, Ont., will occupy the present town hall site, necessitating the erection of a new municipal building.

The Hamilton Markets, Jails and Police Committee have approved of the plans submitted by the Police Commissioners for a new central station, at a cost of $44,000, and an east end station, estimated to cost $6,000, and a by-law will be submitted to the ratepayers in January.

Revised plans of the union station which is being erected at Fort William by the C. P. R. are on file in the office of Mayor Peltier and show that the building will be considerably larger and more imposing that at first supposed. These plans call for an expenditure of $150,000.

Tenders for the building of the new joint police and fire stations in Rosemount and Mount Royal Wards, Montreal, have been awarded the lowest tenderers, Martineau & Prenoveau being successful in securing the contracts. For the Mount Royal Station their price was $60,300, and for the Rosemount, $57,251.

General Buildings.

Plans are under way by the Canadian Pacific to build a new hotel at Nelson, B.C.

The Canadian Foresters Hall Temple, Limited, held a meeting recently and decided to proceed with the erection of the new Foresters' Hall, on College street, Toronto, in the spring.

The following building permits were issued last week at Hamilton: Herbert H. New, addition to the Isolation Hospital, $8,000; Williams & Tomkins, two houses on John street, for Mrs. M. Munn, $3,000.

H. R. Reynolds has been granted a permit for a $15,000 building on the north side of Bloor street, Toronto. There will be stores and a moving picture theatre on the ground floor and

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO., LIMITED

MONTREAL

Ask US to quote you for

PAINTS (READY MIXED AND IN PASTE)

DRY COLOURS

DISTEMPERS, VARNISHES, Etc.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience and know that we can compete

. . .

HOYLE ROBSON BARNETT & CO. Ltd.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

TRADE MARK IVER JOHNSON

You Must Pull the Trigger

or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.

Hammer the Hammer
Accidental Discharge Impossible

YOU MUST HAVE THE GOODS TO MAKE THE PROFITS

We make the only absolutely safe revolver on the market, advertise it in the big magazines and the sporting journals, and ask you to take your profits with us by supplying the demand we create.

All inquiries are referred to the trade. We never sell by mail where the dealer will supply.

Send for Dealer's Catalogue or order of your Jobber

IVER JOHNSON'S ARMS & CYCLE WORKS

No. 330 River St., FITCHBURG, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shot Guns and Iver Johnson Truss Bridge Bicycles.



The Quality of the Iron

carried by a hardwareman reflects the quality of his general stock!

Be on the safe side by selling

LONDON IRON

London Iron is the kind which is uniform and flawless throughout. Write for prices.

Sales Agents: Baines and Peckover, Toronto, Ont.; Bissett & Loucks, Winnipeg, Man.

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

the upper part of the building will be for apartments.

Railway Development.

The Goose Lake extension of the C. N. R. is within 150 miles of this city, and grading is still in progress.

Construction work on the C. P. R. branch from Phoenix to Wellington Camp, in the Boundary Country, B.C., has already commenced. W. P. Tierney & Co. are the contractors, and 75 men are employed.

Surveys have been completed for a million dollars' worth of reconstruction work on the line of the C. P. R. between Lytton and a point to the west of Hope, B.C. The survey covers between sixty and seventy miles of lines.

Surveys have been commenced for a new branch railway in York county, N.B. The new railway will be about fourteen miles in length from Millville, on the Gibson branch of the C.P.R., through Temperance Vale and out to Southampton Valley.

Application will be made to parliament for a charter to construct a railway, extending from 100 to 200 miles from a port on the north shore of Lake Winnipeg, to connect with the proposed railway from the Pass to either Fort Churchill or Nelson.

Notice has been given of an application to Parliament for the incorporation of a railway to be known as the Ontario & Ottawa Railway. The applicants ask for power to construct and operate lines of railroad from a point on the line of the Canadian Northern Ontario near Lake Couchiching to the Ottawa river, near Renfrew, thence to Ottawa.

New Companies.

Montreal Asbestos Co., Montreal; capital, $500,000; to mine, smelt and work asbestos. Incorporators, H. C. Organ, Q. E. Baxter and L. Normandin, Montreal.

The Union Iron Works, Toronto; capital, $200,000; to manufacture all kinds of machinery and implements, hardware, etc. Incorporators, J. T. White, C. W. Widdifield, and J. H. Cavell, Toronto.

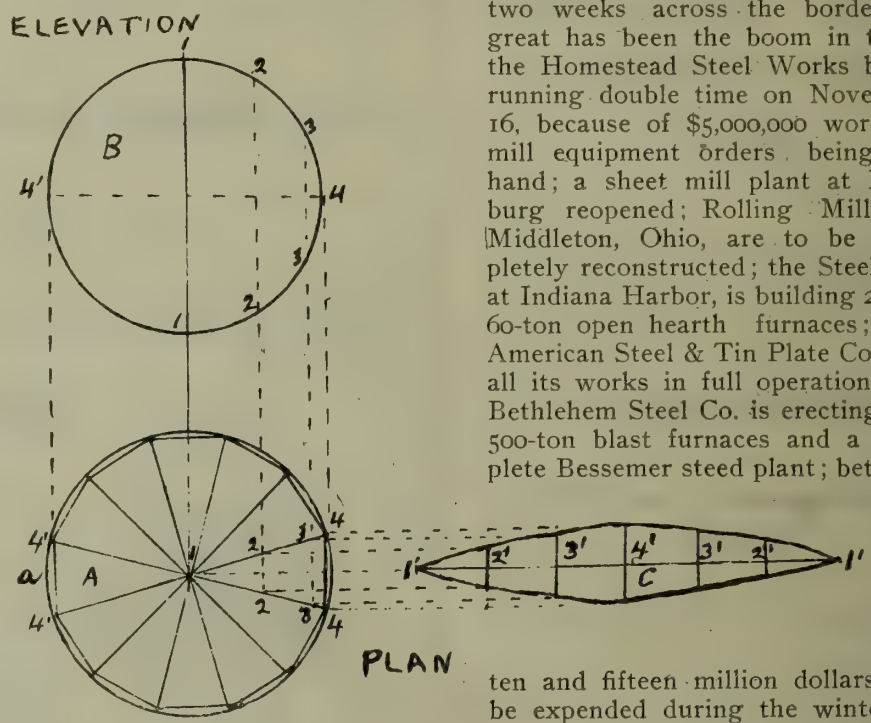
Letters patent have been issued to William L. Bond, John J. Meagher, Ralph Burnett, J. S. Jamieson, Montreal, and James Edward Conlin, St. Louis, Que., to carry on the business of asbestos mining in all its branches throughout the Dominion of Canada and elsewhere. The company will be known as the Chrysotile Asbestos Mine, and will have a capital stock of $1,600,000. The chief place of business will be at Montreal.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

PATTERN FOR SPHERE.

To describe a pattern for a sphere or ball composed of twelve vertical sections let B represent the elevation of the sphere and A represent the plan of it which is divided into as many sides as the sphere is to have vertical sections, namely twelve (12). Be careful that the two opposite sides 4-4 and 4^1-4^1 in the plan run parallel to the centre line as shown. Make the diameter of the sphere 4-4" 10 inches. Divide the half elevation into an equal number of spaces as 1-4-1 and from these



Pattern for Sphere.

points drop lines at right angles to 4-4" and intersecting the mitre line 1-4 in plan as shown. Now draw any horizontal line, as 1^1-1^1, and on it place the stretchout of 1-4-1 in elevation as shown by 1^1-4^1-1^1 on the line 1^1-1^1 in C. Through these points draw lines at right angles to 1^1-1^1 and intersect them by lines drawn from similarly numbered intersections on the mitre lines 1-4 in plan at right angles to 4-4. A line traced through the points thus obtained as shown by C will be the pattern.

It will be noticed in the plan view that the sphere is not perfectly round, but it may be made so by blocking. If the sphere is to be elevated to any height it will not be necessary to block it as in elevation the sphere appears perfectly round. It should be mentioned that the greater number of sections formed, the truer will be the sphere. Be sure and allow a little on each section where blocking is necessary.

W. M. M.

ACTIVITY IN U. S.

As showing the expansion of the iron and steel trade during the past two weeks across the border, so great has been the boom in trade, the Homestead Steel Works began running double time on November 16, because of $5,000,000 worth of mill equipment orders being on hand; a sheet mill plant at Pittsburg reopened; Rolling Mills at Middleton, Ohio, are to be completely reconstructed; the Steel Co., at Indiana Harbor, is building 2 new 60-ton open hearth furnaces; the American Steel & Tin Plate Co. has all its works in full operation; the Bethlehem Steel Co. is erecting two 500-ton blast furnaces and a complete Bessemer steed plant; between ten and fifteen million dollars will be expended during the winter on the steel corporations plants at Youngstown, Ohio; the Pennsylvania Railroad will erect $2,000,000 car shops at Terre Haute, Ind.; the American Iron & Steel Mfg. Co. will build a $500,000 steel billet mill at Lebanon, Pa., and the Carnegie blast furnace at Zanesville, Ohio, resumed on November 14, after a two-years' shutdown—all this within two weeks.

Dovercourt Presbyterian church, Toronto, will erect a Sunday school hall on the lot at the rear of the present edifice, that will accommodate 1,000 scholars. The cost will be $80,000, and the work will be begun next spring.

The Retail Paint Trade

HIGHER PRICED PAINTS

There seems little doubt that the price of paints in Canada will advance before long. The article in Hardware and Metal last week showed which way the wind was blowing, and a thorough inquiry of the trade strengthens this view. A higher price is but a natural consequence of the changes that have occurred in crude materials with the maintenance of high quality.

It does not matter which component part of paint that is taken—it will be noticed that heavy advances have occurred during the year. Linseed oil, turpentine, zinc oxide, dry white lead (about 40c higher), and colors generally, have all been the same. Ground white lead has been the only article to decline, owing to the grinders falling out among themselves, but indications are that this cutting is nearing its end, as several brands have this week been advanced 10c, and the market seems to be getting into line again. Thus the whole trend of affairs points to an advance.

The Canadian market has also been made stiffer by the action of the United States paint manufacturers, who have advanced their prices, 5c per gallon on floor paints, and 10c on house and barn paints, carriage paints, stains, oils and colors. A stronger increase than this was asked for by some interests, so that there can be no doubt as to the general opinion on the other side of the border, and the same reasons which actuated these manufacturers must influence Canadian ones.

The trade, therefore, must be prepared for higher prices. After all paint is but following the track of merchandise generally. The markets are stiff all the way round, and but very few have shown a retrograde movement. There is one thing about an advancing market that is very comforting, and that is it denotes a general commercial prosperity, and in common with other lines, paints have had a very good year indeed.

All the large houses report most excellent business. There is more painting going on than ever, and although the cult of decoration, as we may call it, has not reached the dimensions it has done in the States, where prettily painted houses abound, yet the development is go-

"the finish"
"that endures"
M. L. Floorglaze

This is the new super-good floor finish—now coming in Transparent Lacs as well as Solid Enamel Colors—that your customers will always want to talk about. With a line of M. L. Floorglaze Enamels and Lacs you can take care of a bigger and better satisfied trade, without stocking so many kinds of paints and varnishes as you carry now.

Send for sample can, new color card, and proof that it is sold to as w to you.

Imperial Varnish and Color Company Limited
TORONTO

Stocks at Toronto (6 Morse Street); Winnipeg (108 Princess Street); and Vancouver (550 Beatty Street).

M. R. M. CO.

HORSE NAILS

Made from
Swedish Rods
The most uniform material that can be bought
by the
New Cold Process

Hardware dealers are making
Good Profits
by stocking "M" Horse Nails which are in great demand
by leading
Blacksmiths

Great Holding and Driving Qualities

The Montreal Rolling Mills Co.
MONTREAL

ing on apace in Canada, and more people are realising every day that there is nothing like paint to beautify and preserve a house, and incidentally to increase its monetary value. Merchants, too, now realise what a valuable trade asset they have in a well looked after paint department, especially in these days of sole agencies, when all the advertising forces of each manufacturer are working for individual interests alone. More business is being done every year, and as the manufacturers keep on with their campaign, so the business will develop at even greater rapidity.

With all this improvement the great point of quality stands out. The merchant must sell reputable lines. The whole basis of success in paint selling depends upon quality, the leading manufacturers recognize this, and so must all merchants. Quality, and not price, must be the motto of the trade. It is better for merchants, generally, that manufacturers should raise their prices, when crude materials make it necessary, than there should be any falling off in the quality. There is always the one consolation that higher prices never spoiled a demand when customers are as prosperous as they are to-day.

PAINT AND OIL MARKETS

MONTREAL.

December 3.—Considering the time of the year, excellent trade has been done, good shipments in most of the staples being reported all along the line. There are indications that ground white lead grinders are trying to get into line again, and an advance of 10c per 100 lbs. is reported in some lines. No other price changes are announced. Turpentine is steady, while linseed oil is very firm.

Prepared paints have been selling very well. Fine weather conditions, especially in Ontario, have largely encouraged the use of paints, while there has been freer buying in some quarters, owing to the strong feeling that paint is billed for an early advance, owing to the greater cost of crude materials, and the higher price movement in the States. Household lines in handy-sized tins are very popular at present.

TURPENTINE — Encouraged by the steadiness of the market there has been a slightly better inquiry, and some encouraging orders have been booked. We continue to quote from 78c to 80c for single barrels.

LINSEED OIL—The turn-over is very fair, buying being free in spite of the stiff market now prevailing. No change is announced, and we quote: 1 to 4 barrels, in one delivery, raw, 73c per gal.; boiled, 76c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD — It was not thought that white lead would long continue on the level which has prevailed for some time, and the first step of the grinders to get into line has been made by the advance of 10c per 100 lbs. in some brands. Shipments are very good, with many inquiries for winter delivery. We now quote: Strictly pure about $5.35 to $5.85, according to quality, and No. 1, $4.95 to $5.35, f.o.b., Montreal.

RED LEAD—The demand continues steady, but the market has no strong features as is always the case at this time of the year. We continue to quote: Genuine read lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

PARIS GREEN — Desultory inquiries have been coming in from various districts regarding quotations for Paris Green for 1910, and prospects look good for an active demand. It has been found impossible to answer these inquiries at present, the fluctuations in chemicals, and the general uncertainty of quoting on an article long before it is placed in actual use, precluding the idea of quoting with any degree of stability.

COLORS—There has been a strong demand for all classes of dry colors indicating good healthy conditions in trade generally. For colors and paints ground in oil, in Japan, or in varnish most encouraging shipments are reported.

VARNISHES AND JAPANS—There is a slight falling off in the call for varnishes and Japans, which is believed to be only temporary with the present satisfactory industrial conditions. Varnishes in small size tins are selling well.

WHITING—Paris white, builders' whiting, and chalk have been showing strong shipments. As the matter of freight largely figures in the cost of these items, buyers have been anxious to store all they could during the fine weather. It is probable that all quo-

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

IN THE LINE

of Ceiling and Wall Paints, our Wall Finish—known as

MURESCO

easily holds first place in producing that subdued velvety appearance which is so much desired. It will take 30% more water than any other similar preparation, is artistic in appearance, durable and sanitary, and is a very profitable line to handle. One coat of **MURESCO** is, as a rule, found to be sufficient.

GET OUR COLOR CARD AND PRICES

Benjamin Moore & Co., Limited

West Toronto, Canada

NEW YORK CHICAGO CLEVELAND

The next time you want a varnish for high-class interior floor work, make sure you have the name right—

ELASTICA FLOOR FINISH



THIS will be your guarantee that you are getting a Varnish of unrivalled quality. For the finest floor-finishing work it is unexcelled, and it is remarkable for extreme paleness and durability. It covers a maximum area with a permanent brilliant finish, and dries, dust free, in from seven to nine hours. : : : : : : : :

SEND TO-DAY FOR PRICES AND DISCOUNTS

International Varnish Co., Limited

TORONTO—Branch of Standard Varnish Works

New York Chicago London Berlin Brussels

tations will shortly be advanced at least 10c per 100 lbs.

PUTTY—The demand for putty has slackened off with the close of navigation, but a fair demand still obtains. We quote: Standard putty, 800 lbs. in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs. in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TORONTO.

December 3.—Trading in paint lines continues very good, the change from wintry to milder weather has induced the selling of white lead for outdoor painting, quite a bit of which is going on in the down-town section of the city. The market is firm, and since the close of navigation, with higher freight rates ruling, prices are strong. Whiting has increased in price, and lead seems ready for an advance. Other lines remain stationary. Glass and putty are still active.

Some manufacturers and jobbers are looking towards the close of the year, and a few of the travelers are in until the new year. On all sides satisfaction is expressed, with the outcome of the year's business. Resins remain firm, but there are indications that parties are beginning to be nervous about the extraordinary accumulation at Savannah, which is shown by an application to the U. S. Government to put in force some clauses of the tariff, which bear upon resin and resin importations. At the present time the finer grades of resin are still scarce and prices very high.

TURPENTINE—Local sales are light, and the low prices of a week ago still hold good. Single barrels range from 79c to 80c. In the south the market has been fluctuating slightly, and owing to Thursday week being Thanksgiving Day in the United States, no business was done, which had the result of leaving some extra accumulation at the shipping points. The season has continued very dry in the southern States, which has been a factor in permitting the producers to gather up the end of a crop, which at some seasons they have been prevented from doing by the rain coming earlier; but some danger is anticipated from fire taking place in these turpentine forests and they are finding it necessary to exercise extraordinary vigilance to prevent these fire starting.

LINSEED OIL—The market remains steady. The market for flaxseed in Chicago has met some further advances during the week, and unless supplies can be found at some other point for the Canadian trade the crushers may be forced to make a further advance, though the South American seed has to be reckoned with in the course of a few weeks, which may have a tendency to prevent further advances. Local quotations are very firm at the old prices—73c for raw and 76c for boiled oil in single barrels. Sales are only fair.

GLASS—Discount is unchanged at 30 per cent. for the present. Demand is yet heavy, with fair stocks only being carried.

PUTTY—This line, too, is selling well at unchanged prices. Casks of bulk putty are worth $1.75 per 100 pounds; drums (100-lbs.) $2, and bladders, in barrels, $2.15.

WHITE LEAD — Business this week has again been excellent. Prices remain steady, though there is a tendency toward higher prices, which may come soon. Prices are still $5.55 to $6 for ordinary quantities.

RED LEAD—Business is fair at steady prices. Quotaions run from $4.25 to $4.55.

HOUSEHOLD LINES — Paint goods used about the house are selling steadily. Whiting has gone up 10c a hundred, and is now at 75c.

PETROLEUM—Good steady business is passing at fair prices. Prime white is 13½c; water white, 15½c; and Pratt's astral, 17½c.

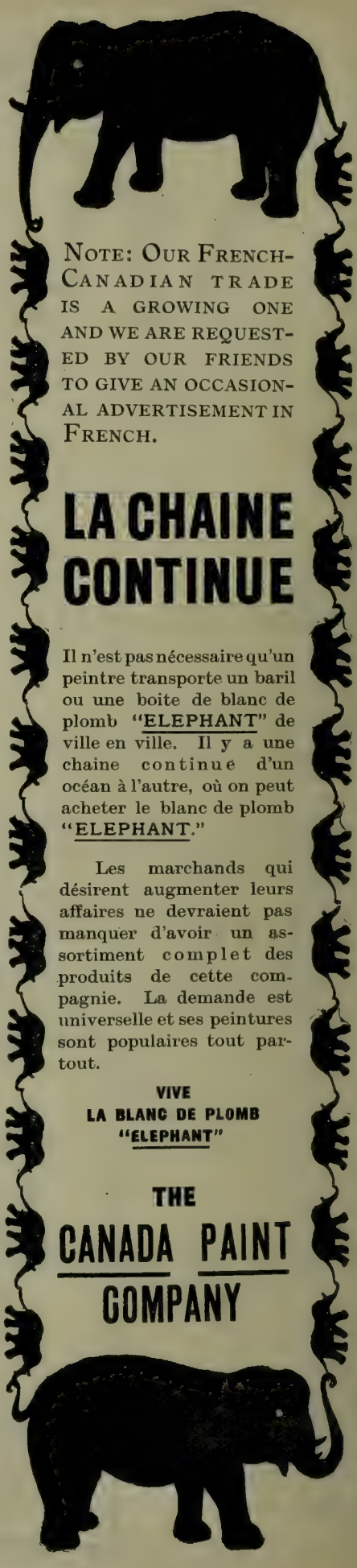
PLAYING WITH FIRE.

A can of gasolene can be handled as safely as a can of oil, for liquid gasolene does not explode. It is the gasolene vapor that is highly explosive when properly mixed with air. The Scientific American recently published three illustrations showing the safety with which burning gasolene may be handled. One showed a man pouring burning gasolene from one can into another. In a second he was blowing into the spout of a can of gasolene to which a match had been applied. The little blue flame that ordinarily plays around the mouth of the can was transformed into a burning torch. The third showed a pool of burning gasolene on the floor, and two gasolene cans aflame, but there was no explosion.

CATALOGUES WANTED.

Kidd & Clements, Wapella, Sask., write Hardware and Metal as follows:

"Having had all our hardware catalogues destroyed in our recent fire, we take this means of advising the different jobbers and manufacturers who have our name on their lists, that we would appreciate new copies of their latest catalogues."



Once More!

PAINTS FOR 1910

You have about finished the paint season of 1909. You have a pretty good idea whether you got your share of the paint trade or not. If you did not get it, you should get it, and for 1910 you can get it. Here is the leader.



With the Ramsay Paints you can get trade if you use our plans. Many of our agents are already planning for 1910. Many in remote parts have already got stock in to open the next year's trade early. Already new agents in other centres are booked with us. Will you join? It won't cost you anything to find out how it will figure out for you if you will write us or ask to see our traveller. Now is the time to think up paints for 1910.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 GLASS IMPORTERS

NEW ERA PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell **NEW ERA PAINT.** You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.
There's a steady demand for **NEW ERA** everywhere its merits are known.

WRITE FOR PRICES

Standard Paint and Varnish Works Co.
WINDSOR, ONT. *Limited*

TINSMITH'S HELPER AND PATTERN BOOK



A useful handbook for Tinners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.
Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.
Section 2—EPITOME OF MENSURATION. Describes how to find the area and circumference of a circle. contents of a sphere, etc.
Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages *Price $1.00* *53 Figures*

MacLean Publishing Company
Technical Book Dept. ***10 Front St., East., Toronto, Can.***

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

THE DOUGALL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

The "INFALLIBLE" GLAZIERS' DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure.

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

Hardest Job in the World

IF you are trying to build up a big paint business with inferior paints, Mr. Dealer, you have got the hardest job in the world before you. You may sell a lot of it—but the more of it you sell the more trouble you are piling up for yourself, and you'll have a merry time trying to explain bye-and-bye. More businesses are wrecked on the rock—"IF"—than on any other. You can't get around the *ifs*—you can't climb over them, nor squeeze through them—*you must get rid of them.*



Martin-Senour Paint—100% Pure

never needs an apology—no *ifs* in its manufacture—no *ifs* when you sell it—no *ifs* to explain after the customer uses it. You'll get rid of every *if* the moment you get rid of inferior paints and begin to sell the Martin-Senour Line—and you will begin to make more money, too. Suppose you write today for the proof of what we say—get our price list and plans to build up the dealer's paint trade.



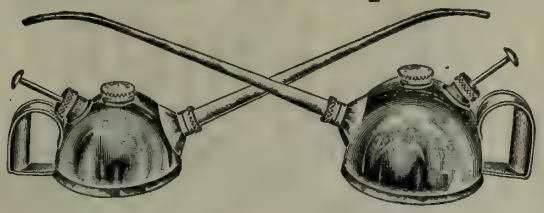
THE MARTIN-SENOUR CO., Limited

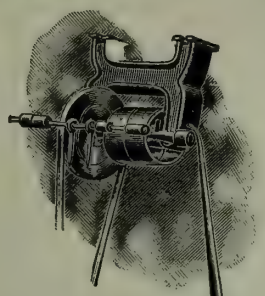
MONTREAL Pioneers Pure Paint CHICAGO

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Have You Tried One?

Hardware dealers are continually finding new ways in which they can use to advantage our "WANT ADS."

F. Y. W. Brathwaite, Blind River, Ont., writes us under date of Nov. 27 :

"Please take my advertisement out of HARDWARE AND METAL. The small expenditure which this advertisement cost me has saved me about $35.00, as I have bought all the rifles I wanted at a great saving on present price.

I wish to congratulate you on the circulation of your paper as I received replies from almost every province of the Dominion."

Here is the "WANT AD." which brought such splendid results.

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto, (48)

This advertisement was inserted in two issues of our paper and cost 39c. Don't you think this was a pretty good investment?

Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you **Economical, Efficient** and **Quick** service.

RATES :—2c. per word for the first insertion.
1c. per word for each subsequent insertion.
5c. additional each insertion when box number is required.

Coffee in Perfection

Can be made quickly and easily on the

Hygienic Coffee Percolator



This is an attractive and rapid selling line to stock, its utility and efficiency having been amply proven. The Percolator is furnished with our new Monarch Regulating Lamp, and comes either with or without a tray.

Send for Our Catalogue

BUFFALO MFG. CO.
BUFFALO, N.Y.

Canadian Representatives—
H. P. McINTOSH & CO.,
28 Toronto St., Toronto

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day.

S. F. Bowser & Co., Limitzd
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

Here We Are Again

The old reliable manufacturer of Hockey Sticks, who has made a reputation for himself from coast to coast. When you are looking for quality in

HOCKEY STICKS



ask your jobber to show you the kind Salyerds makes, and he will if he is on to his job. Some new designs this year, and it will pay every live dealer to stock them. Jobbers only supplied.

When the question is Hockey Sticks the answer is Salyerds

E. B. SALYERDS

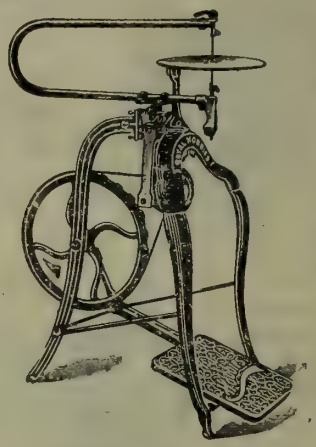
PRESTON :: :: :: ONTARIO

Hobbies

TRADE MARK.

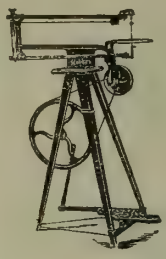
FRETWORK IS BOOMING

WAKE UP TO THE FACT.



Hobbies, Ltd. supply a splendid range of Treadle Fretsaw Machines.

Our Carded and Boxed Fretwork Outfits are unsurpassed for value and attractiveness.





Write by this mail for Illustrated Catatogue of Fretwork Accessories and Tools for all Amateurs.

PROFITABLE TRADE TERMS.

HOBBIES, LIMITED, DEREHAM, ENG.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Will you take advantage of our special offer?

to mail you **THE FINANCIAL POST** from now to January 1911 for the sum of $3.00, the regular annual subscription price. This means that you will be receiving **THE FINANCIAL POST** from now to the close of this year **free of charge.**

If you are in any way interested in **FINANCE** or **INVESTMENTS, THE FINANCIAL POST** cannot fail to be interesting and useful to you.

In addition to complete reports and reliable information regarding stock movements, bonds and debentures, dividends, real estate, and mining news, etc., the Editorial Comment and special articles of **THE FINANCIAL POST** are authoritative and comprehensive.

Avail yourself of this offer to become a subscriber to Canada's leading weekly financial paper by sending $3.00 to-day.

THE FINANCIAL POST OF CANADA

TORONTO

YOUR LANTERN STOCK

should comprise nothing but the best Lanterns procurable.

EVERY Lantern turned out by us is GUARANTEED.

EVERY Tubular Lantern we make is fitted with Wright's RUBBER CRYSTAL GLOBE.



No. 4 Side Lift.

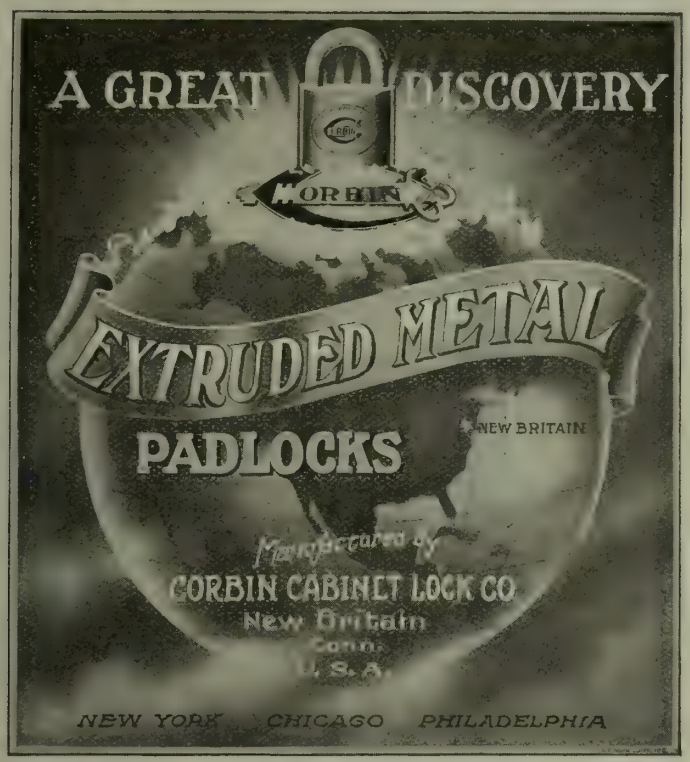
The only ORIGINAL Brass Well and Enamelled Body Cold Blast Lantern is made in our factory at Hamilton, Ont.

Write for catalogue of complete line of Lamps and Lanterns.

E. T. WRIGHT & CO., HAMILTON, CAN.

(Winnipeg agents—Merrick-Anderson Co., Winnipeg, Man.)

CORBIN LOCKS

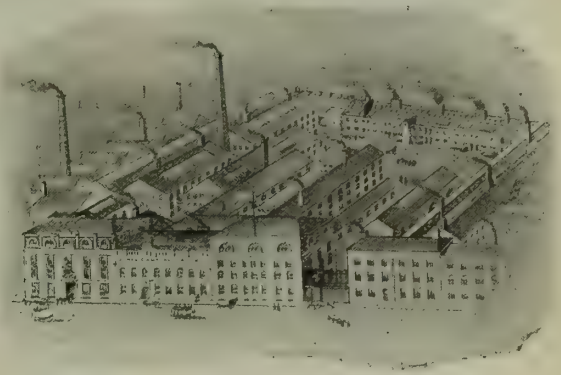


JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASSFOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

BUY "DOMINION SPECIAL" Field Fence

With Other "DOMINION" Goods.

IT IS A GOOD IDEA to buy in **"MIXED CARLOADS"; BECAUSE** you may include in a car some of our **WELL KNOWN "DOMINION" PRODUCTS**, such as

Galvanized Wire **Barbed Wire** **Plain Wire** **Wire Nails**
Wood Screws **Bright Wire Goods** **Barrel Hoops,** and of course

"DOMINION SPECIAL" Field Fence

"The Landmark of the Future."

Manufactured by

DOMINION WIRE MANUFACTURING CO., Ltd., - MONTREAL



¶ About six months ago we booked an order for shipping tags (the cheapest kind we make) for a Company shipping castings and machine parts.

The other day they wanted another lot of tags and we suggested using a tougher tag. It didn't take much to persuade them, as the cheaper tag was not sufficiently strong to carry their heavy merchandise. We are now running their order on a four grade better tag.

LET US CHECK UP YOUR TAG SITUATION

SAMPLES OF ALL KINDS ON REQUEST

SOUTHAM LIMITED
MONTREAL

The "STAR"
Convex Flexible Safety Blade
Razor



is entirely different to every other safety razor. Two of its special features are the convex curve which holds the blade perfectly firm, and the absence of metal obstruction between the blade and beard, which assures an easy, clean shave. The "STAR" with a set of seven blades will have a longer life than any double-edged razor, as the latter is always damaged by handling.

The blades are uniform and the greatest care is taken in tempering and hardening. This is a splendid line to stock. It is the very 'last word' in Razors.

Write for particulars.

Kampfe Bros., 8 to 12 Reade St NEW YORK

Canadian Representative : A. Roy MacDougall
42 Adelaide St. W., Toronto

HOLIDAY PRIZE COMPE-TITIONS

SIX PRIZES FOR WINDOW DISPLAYS

For the three best selling window displays shown in a city over 10,000 population, and for the three best in towns and villages under 10,000 population.

In each division there will be three prizes as follows: 1st, $5 in cash; 2nd, and 3rd, copies of "Hardware Window Dressing" (cloth bound) $2.50—making in all six prizes, totaling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, made up of articles usually sold in hardware stores, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

TWO PRIZES FOR HOLIDAY ADS.

Two prizes of $5 each are offered for the best newspaper advertisements about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. As in the window competition, a division is made, one prize being open to those in cities over 10,000 population, and another to those in smaller places.

With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad, and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

Address: "The Editor HARDWARE AND METAL," 10 Front Street East, Toronto.

Open to Canadian Hardware Merchants and Clerks

Disston

IF you sell tools, you take care to sell the tools *the greatest number* of workmen want.

When someone in a gang of workmen shows off a new saw, the first question the others ask is :

"Is it a DISSTON?"

The reason the DISSTON Plant is the *largest* saw works in the world is *it has to be to keep up with the constantly growing demand* for DISSTON SAWS.

The DISSTON reputation for *fine* quality will help increase *your* reputation for handling the finest saws and tools known to workmen.

YOU'LL do a much larger business in saws if you make a *display* of the DISSTON line.

HIGHEST AWARDS—Grand Prix and Gold Medals—at the Alaska-Yukon-Pacific Exposition, Seattle, Wash., 1909.

FREE :—Send for the *latest* DISSTON Catalogue. Make sure you have the complete DISSTON line of Saws and Tools

HENRY DISSTON & SONS, Inc.

(Keystone Saw, Tool, Steel and File Works) PHILADELPHIA, U.S.A.

Canadian Works :—112 Adelaide Street East, TORONTO

METALS

ANTIMONY

COPPER

LEAD

TIN

ZINC

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Did it ever occur to you?

that the selling of Structural Steel is a profitable business right in your line? Get after the builders and contractors of your district and find out what their requirements in Structural Steel are. We will quote you close prices, protect you, and help you to make this a big thing.

WRITE US TO-DAY FOR TERMS

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



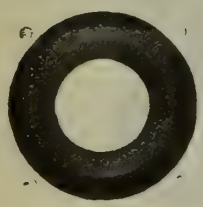
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

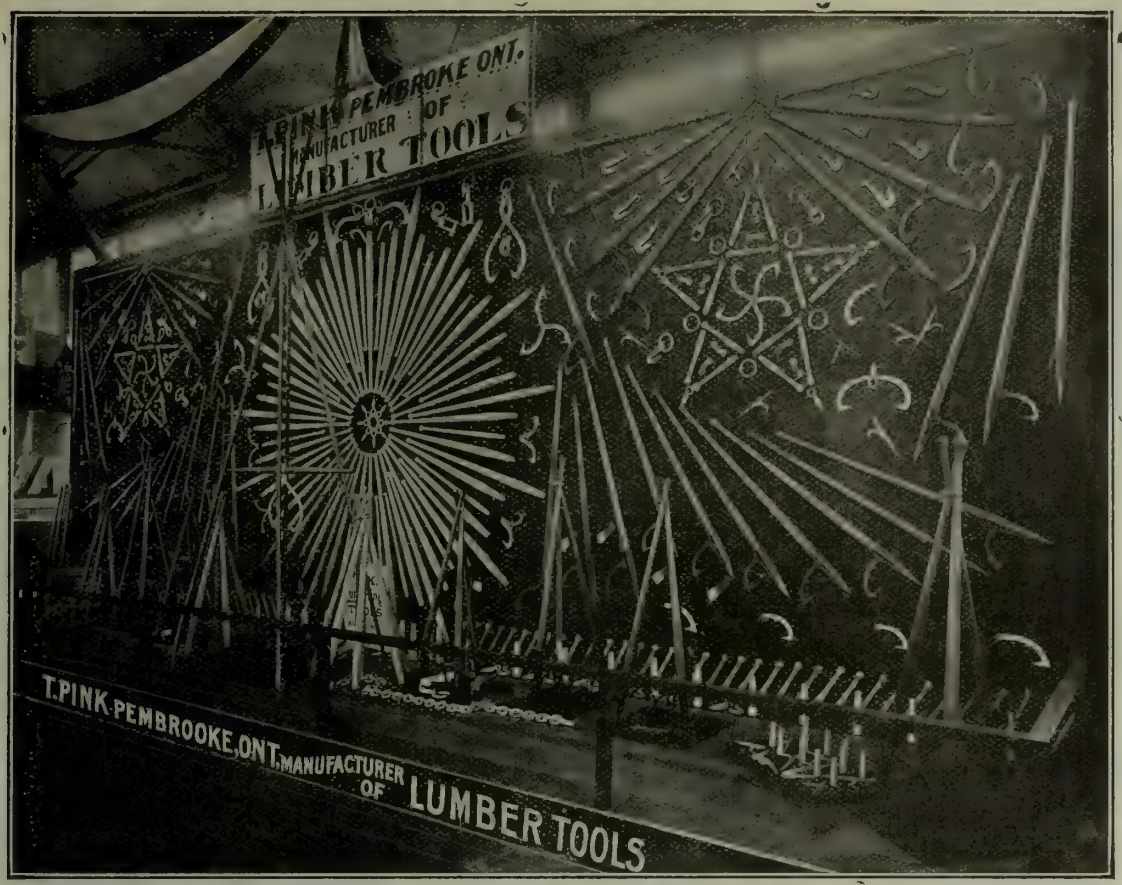
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

"Big Hit"

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

Rest Assured

there will be no question at all of inferior quality, if you will insist on being supplied by your jobber with our

WIRE BRIGHT, COPPERED or TINNED



All our products bear the Hall Mark of best workmanship and material. For forty years our goods have been recognized as of standard class. We also make:—Machine and Wood Screws, Stove and Tire Bolts, Bright Wire Goods, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails. Tacks.

CANADA SCREW COMPANY, Ltd.

TORONTO HAMILTON MONTREAL

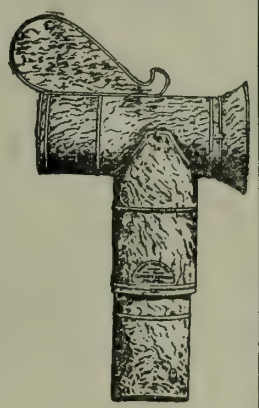
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Alexandria, Ont., Jan. 19th, 1909.
J. W. Harris Mfg. Co., Ltd.,
Montreal, Que.

Gentlemen:—

We have your letter of the 14th inst., in reference to the "J. W. Harris Rotary Ventilators" that we had from you.

We might say that those we have in use are giving us very good satisfaction.

Yours truly,
THE MUNRO & MCINTOSH CARRIAGE CO.

Made by

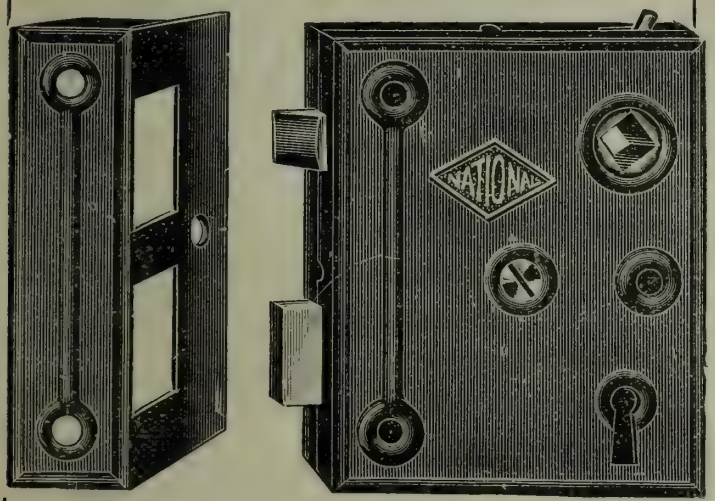
THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

Safeguard Your Interests by Stocking the

National Steel Rim Lock



The only Steel Rim Lock made in Canada and the kind all good builders and contractors specify.

Order from your jobber.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



Give

Island City Dry Colors

a trial

Our dry colors are made by an **expert of universal experience.** Having received his training in Europe, also having had years of experience in the United States and Canada, we have no hesitancy in **stating** that **our colors** are **fully equal** to **imported** colors.

P. D. DODS & CO.

Limited

MONTREAL,

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt  **JOLIETTE and CYCLONE, also 2 and 3-Ply Sheathing.**

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cooksons or Hallett's, per lb	0 08½ 0 08½

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c per lb.

Geo. Langwell & Son, Montreal. Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb

Lion Metal Co., Montreal Lion Extra, 60c.; Genuine, 50c; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No 3. 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 20
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c; Jenkins disc and quick opening hot water radiator valves, 70 p.c
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged. 62½ and 10 p.c.
Kerr N P. Union Ibows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.	
Casting ingot	14 25	14 50
Cut lengths, round, bars, ½ to 2 in...		21 00
Plain sheets, 14 oz		21 00
Plain, 32 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets), 4x8 base		20 00

COPPER AND BRASS WIRE

Brass, 60 p.c. Copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron	19 00	21 00
Summerlee, No. 2 "	20 50	23 00
Carron, special	20 50	
Carron, soft	20 25	
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 00
Radnor, charcoal iron	32 00	32 50
Deseronto charcoal iron	24 00	24 00
Ayresome, No 3		20 00
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg.		27.50
Angles base	2 60	2 60
Common bar, per 100 lb	1 85	2 00
Forged iron	2 00	2 10
Refined " "	2 10	2 25
Horseshoe iron "	2 10	2 25
Band iron, No. 10 gauge base	1 85	2 00
Mild steel	1 85	2 10
Sleigh shoe steel	1 85	2 10
Iron finish machinery steel (domestic)	1 90	2 10
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 10
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright, 52 sheets	3 50	3 60

Galvanized	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square		5 50
24 " "		4 50
26 " "		3 50
28 " "		3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo brand —	Montreal	Toronto
24 gauge, American	3 60	3 35
26 " "	3 85	3 40
28 " "		
(26 English)	4 10	3 85
10¾ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 89	2½ "	22 14
3 "	21 59	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers	0 08½	0 09

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 60
Imported Pig, per 100 lb	3 70	3 70
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c.
Lead waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 25	6 75
Part casks	6 50	7 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 50 32 50

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued. Per box.

I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base		4 25
I X, 14 x 20 "		5 00
I X X, 14 x 20 "		5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 1, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50 14, $3.10. In car lots straight or mixed.

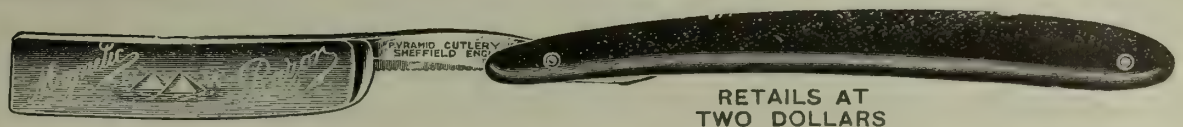
POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5'c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

ALWAYS RELIABLE



RETAILS AT
TWO DOLLARS

PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.65, per 100 sq. ft.; in 50-ft. rolls, $1.70, per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

OLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs, "	4 75	4 75
No. 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13½	
Water white "	0 15½	
Pratt's astral "	0 17½	
Castor oil, per lb	0 08	0 08½
Motor Gasoline single bbls	0 16½	
Benzine, per gal single bbls	0 15½	
Turpentine, single barrels	0 78	0 80
Linseed Oil, raw	0 73	0 72
" boiled	0 76	0 75

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00
Stovepipe varnish, ½ pints, per gross	8 00

Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " " " 1 70
No. 1 orange " " " 1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 85	6 00
Elephant Genuine	5 85	6 00
Lily Pure	5 40	5 55
Tiger Pure	5 50	5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's O.P. lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 75
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal. 80c.; no. 28 ba'l. $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 1
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

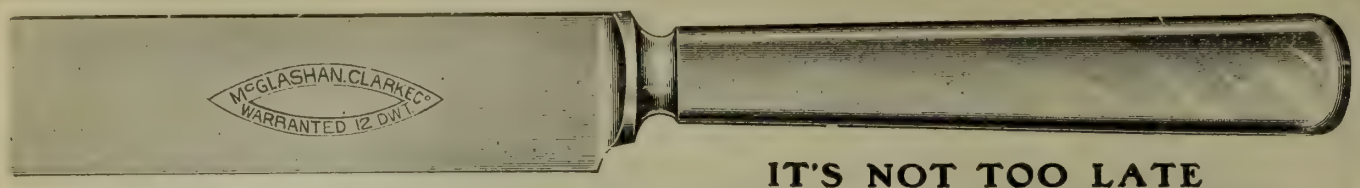
BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ½ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred, per ton	37 50
Same in Maritime Provinces "	43 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	05
2 Ply complete, per roll	25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 06
Mop cotton, per lb	0 15



IT'S NOT TOO LATE

to stock up with the very best line you ever handled in cutlery. It is made of finest English Steel, 12 dwt. plate and hand burnished. The handle is secure and the knife is put up in neat rack boxes of ½ dozen.

Send for our complete catalogue, and send promptly.

McGLASHAN, CLARKE COMPANY, Limited - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nich Ison	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	35
Ladies claw, handled, doz	6 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch, per gross	9 00
" " ⅝ "	10 00
" " ¾ "	12 00
Leather, 1-inch, per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.
Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.53; No. 51, $7.76; No. 120, $16.10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00

Kitchen hooks, bright 0 60
Toasters, 50 p.c
Fire shovels, 50.
Oil camp stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Tubular and Hinge Plain	"	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 13 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	8 00
Axoline brass cleaner, 100 in package	6 0

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $3 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 14½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 05
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb.	4 50

OILERS

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 12¼.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring san buckets, 40 per cent
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	2000
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

CLAUSS FETLOCK SHEARS



Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell? The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33 0 35
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb	0 32½

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton		20 00 22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; paraliel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze. 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite 5 year, 1 in.	53 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

INDEX TO ADVERTISERS

American Shearer Co 23
Armstrong Bros. Tool Co 2 23
Atkins, E. C., & Co 1
Atlas Mfg. Co 23
Aylmer Pump and Scale Co 14

Barnett, G. & H. Co ..... outside back cover
Beardwood Agency 28
Bernz, Otto 21
Bissell Carpet Sweeper Co 12
Boker, H. & Co ..... outside front cover, 30
Bowser, S. F., & Co., Ltd 65
Brandram-Henderson, Ltd 60
Brantford Roofing Co 35
British American Assurance Co 29
Bryan, Thos., Ltd 15
Buffalo Mfg. Co 65
Burrow Stewart & Milne Co., Ltd .. 16 25
Butler, Geo., & Co 35

Cameron & Campbell 23
Canada Foundry Co 14
Canada Metal Co 24
Canada Paint Co 62
Canada Screw Co 72
Canada Steel Goods Co 34
Canada Wire Goods Mfg. Co 28
Canadian Pacific Railway Annual Ex .. 32
Canadian Hart Wheels 23
Canadian Sales & Mfg. Co 24
Carter-Crume Co 23
Cartland, Jas., & Son 67
Carver File Co ..... outside back cover
Caverhill, Learmont & Co 16
Chesterman, Jas 30
Chicago Flexible Shaft Co 72
Chicago Spring Butt Co ..... inside back cover
Clare, Little & Co 23
Clauss Shear Co 77
Collins Mfg. Co 23
Copp, W. J., Sons & Co 55
Corbin Cabinet Lock Co 67
Coulson & Blakie 23
Covert Mfg. Co 24
Crookes, Jonathan, & Son 21

Dana Mfg. Co 25
Davidson, Thos., Mfg. Co 19
Decatur Bull & Co 11
Dennis Wire & Iron Co 28
Dieckmann, Ferdinand 31
Directory of Manufacturers 23, 24
Disston, Henry, & Son 69
Dods, P. D. & Co 73
Dominion Cartridge Co 36
Dominion Wire Mfg. Co 67
Dorken Bros ..... outside front cover, 34
Dougall Varnish Co 63
Dowswell Mfg. Co 80
Dubuc, L. E 22

Ford Auger Bit Co 22
Frothingham & Workman, Ltd 4

Galt Art Metal Co 29
Gendron Mfg. Co 27
Gibb, Alexander 23
Gilbertson, W., & Co 31
Gillette Safety Razor Co 10
Gourack Ropework Co 23
Greening, B., Wire Co 34
Grove Chemical Co 22
Guelph Spring and Axle Co 28
Gurney Foundry Co 17
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Hallam, John 23
Hamilton Bridge Co 70
Harrington & Richardson 33
Harris, J. W., Co 73
Hart & Cooley 15
Heinisch, R., Sons Co 31
Hemphill, T. W 23
Hingston Smith Arms Co 55
Hobbies, Ltd 66
Hobbs Mfg. Co 11
Howarth, Jas., & Sons 25
Howland, H. S., Sons & Co 5
Hoyle, Robson, Barnett & Co 57
Hutton, Jas., & Co 22

Imperial Varnish and Color Co 59
International Varnish Co 61
Iwan Bros 21

Jack, Watson, & Co 24
James & Reid 23
Jardine, A. B., & Co 31
Jenkins Bros 64
Jenkins & Hardy 24
Jessop, Wm., & Son 22
Johnson's, Iver, Arms and Cycle Works 57
Jones Bros 24

Kains, J. M., & Co 68
Kampfe Bros 36
Kemp Mfg. Co ..... inside back cover
Kerr Engine Co 23
Langwell & Sons 57
Leslie, A. C., & Co 7
Lewis Bros., Ltd 14
Lion Metal Co 34
Lockerby & McComb 26
London Foundry Co 57
London Rolling Mill Co ..... inside back cover
Lufkin Rule Co ..... outside front cover
Lysaght, John 74

McArthur, Alex., & Co 28
McBrien Mfg. Co 16, 19
McClary Mfg. Co 14
McDougall, E., Co 76
McGlashan-Clarke Co., Ltd 30
McKinnon Chain Co 22

Manufacturers' Sales Co 65
Maple City Mfg. Co 64
Martin-Senour Co 7
Maxwell, D., & Sons 21, 29
Metal Shingle and Siding Co 2
Metallic Roofing Co 59
Montreal Rolling Mills Co 61
Moore, Benjamin, & Co 21
Morrill, Chas 70
Morris & Bailey Steel Co 33
Morrison, James, Brass Mfg. Co 21

Nagle, H., & Co 73
National Hardware Co 23
Newman, W., & Sons 79
Nicholson File Co 75
Nixon & Winterbottom 1
North Bros. Mfg. Co 57
Nova Scotia Steel and Coal Co 31

Oakey, John, & Sons 8
Oneida Community 27
Ontario Lantern and Lamp Co 23
Ontario Wind Engine and Pump Co 21
Onward Mfg. Co 66
Orford Copper Co 22
Oshawa Steam and Gas Fittings Co 14
Otterville Mfg. Co 29
Owen Sound Wire Fence Co 23

Parmenter Bullock Co., The 24
Pearson, Geo. D. & Co 53
Pease Foundry Co 53
Pedlar People of Oshawa 24 53
Pelton, Godfrey S 63
Penberthy Injector Co 26
Peterborough Lock Co ..... inside back cover
Pink, Thos 71
Plymouth Cordage Co 26

Queen City Oil Co 24

Ramsay, A., & Son Co 63
Record Foundry Co 20
Robertson, Jas., Co., Montreal 70
Rodgers, Jos., & Sons 22
Ross Rifle Co 80
Royal Polishes Co 21
Salyerds, E. B 66
Samuel, M. & L., Benjamin, & Co 69
Schultz Mfg. Co., The 13
Seymour, Henry T., Shear Co 31
Sharratt & Newth 31
Sherwin-Williams Co 55
Simonds Mfg. Co 27
Simonds Canada Saw Co 15
Smith Hardware Co 24
Southam, Limited 68
Stairs, Wm., Son & Morrow 79
Standard Chain Co 70
Standard Paint and Varnish Co 63
Stanley Rule and Level Co 9
Steel Trough and Machine Co 32
Stephens G. F 53
Stewart, Jas., Mfg. Co 18
Still, J. H., Mfg. Co 1
Taylor-Forbes Co ..... outside front cover
Thompson & Gunn 24
Toronto Furnace and Crematory Co 32
Toronto Plate Glass Importing Co 28
U.S. Fire Protection Co 14
U.S. Steel Co 35

Want Ads 51
Warren Mfg. Co 23
Watson Jack, & Co 22
Wostenholm's Cutlery 15
Western Assurance Co 29
Western Wire and Nail Co 28
White Mop Wringer Co 32
Whitman & Barnes Mfg. Co 71
Wiebusch & Hilger, Ltd 23
Wilckes, Martin & Wilckes 71
Winnipeg Ceiling and Roofing Co 53
Winnipeg Paint and Glass Co., Ltd 55
Woodstock Wagon Co 28
Wright, E. T., & Co 66

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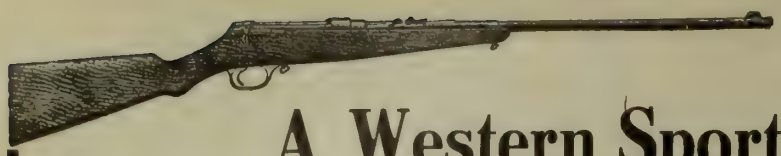
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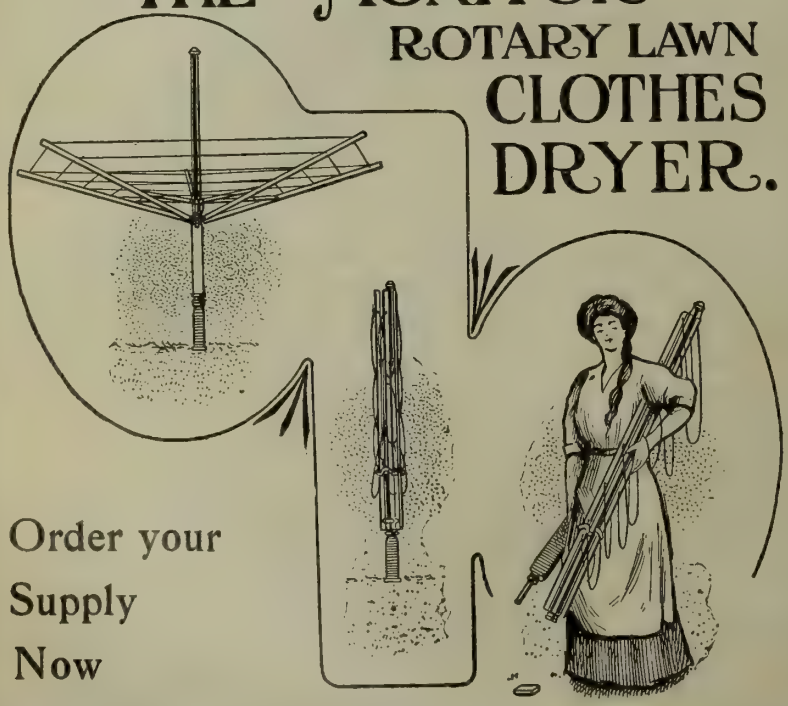
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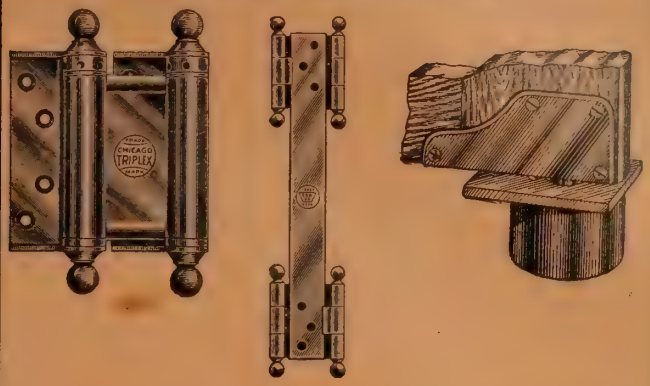
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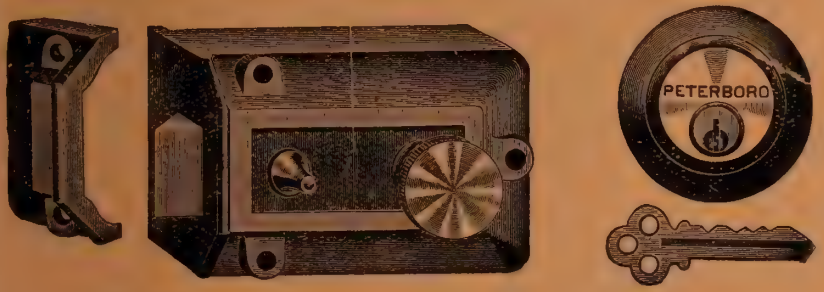
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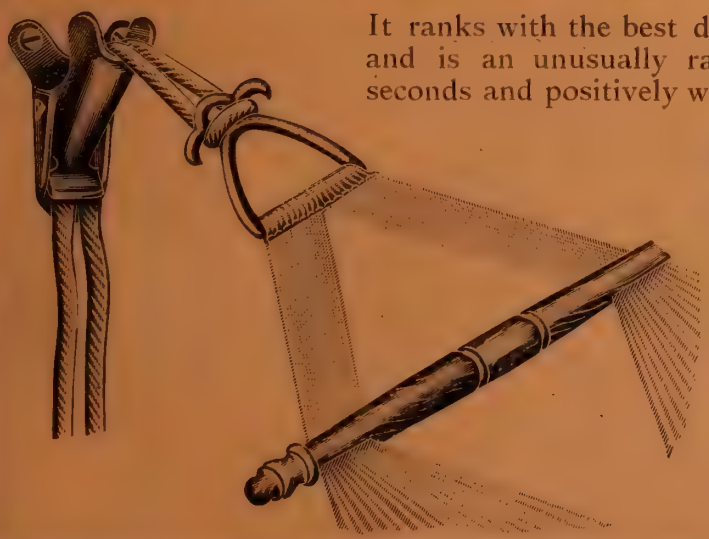
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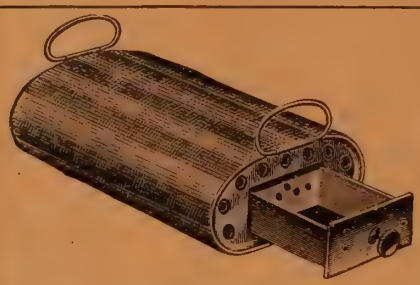
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Our ABC Coal is guaranteed to equal any coal on the market, outside of our Clark Coal.

Get this fuel, which has a reputation, and lives up to it. It means satisfaction to you and your customers.

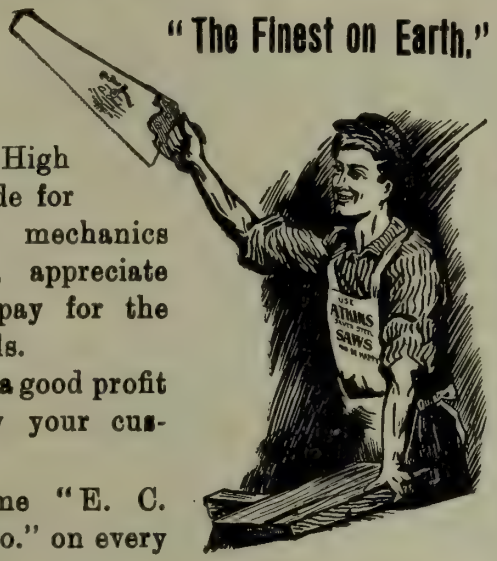


Chicago Flexible Shaft Co., 250 Ontario Street, Chicago

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

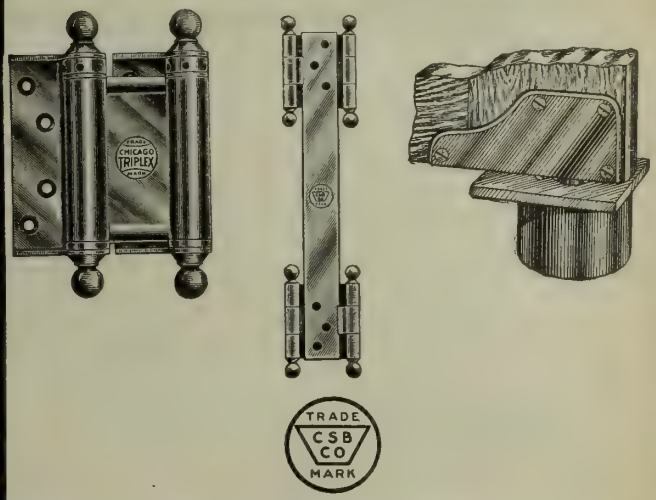
Home Office and Factory, Indianapolis, Indiana, U.S.A.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.



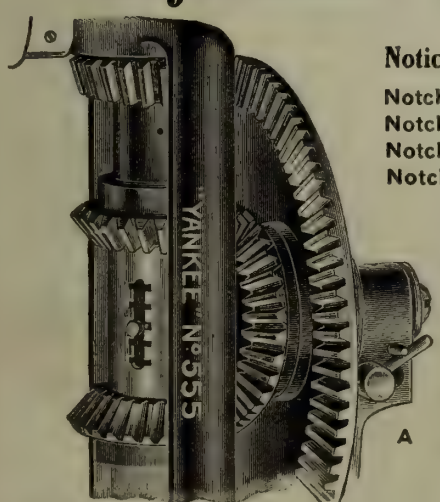
TRADE CSB CO MARK

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings

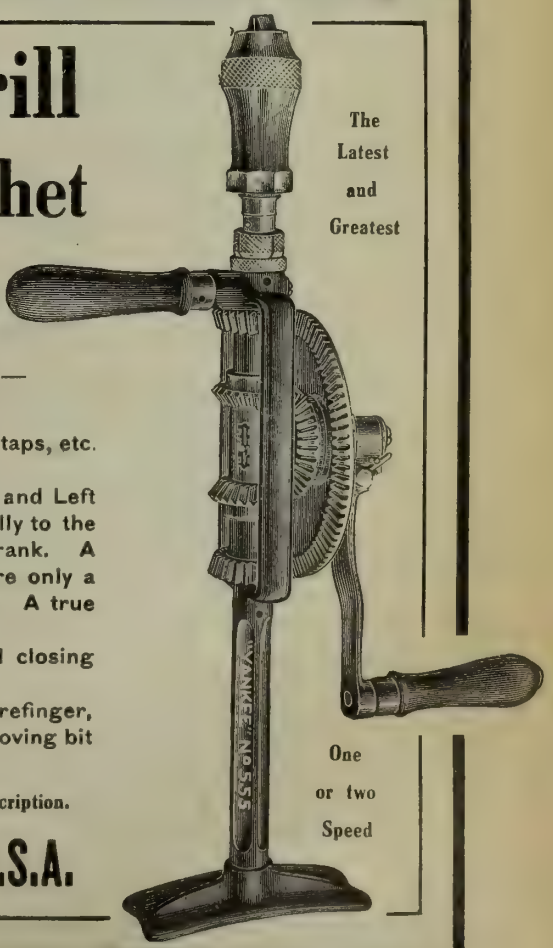


Notice the little shifter between the gears:—

Notch 1—gives you a plain drill.
Notch 2—A Left Hand Ratchet for removing taps, etc.
Notch 3 - A Right Hand Ratchet.
Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
Notch 5—Locks drill for opening and closing chuck.
Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

Sold by leading jobbers. Write for full description.

The Latest and Greatest



One or two Speed

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



"The fireproof age means sheet metal taking the place of wood—more money for you."
—The Philosopher of Metal Town

Fireproof Lathing

Get after the Architects and Contractors in your town. Convince them of the economical, durable and fireproof qualities of the "HAYES" Steel Lath. Suggest using it in the contemplated new buildings. It means big business for you. We will give you estimate of complete cost of lathing for any building---you get the measurements.

Absolutely fireproof is the aim in building now-a-days. Steel must be used in place of wood.

The "HAYES" Patent METALLIC LATH

is made from the finest sheet steel. It is easier and quicker to erect, being made in large sheets and requires 50 per cent. less mortar than any other lathing. The flanges on the "Hayes" Lathing grip the plaster firmly. This, together with the extra stiffness of the "Hayes" Lath, makes a rigid wall, unequalled in any other method of hollow wall construction. The "Hayes" Metallic Lath is used extensively as a backing for decorative tiled fronts, columns, etc. It is a firm, lasting basis upon which to lay the cement.

We Manufacture---
Metallic Rock Faced Siding, "Eastlake" and "Empire" Steel Shingles, Metallic Ceilings and Walls, Cornices, Finials, Ventilators, Skylights, Conductor Pipe, Eavetrough, Corrugated Iron, "Impervia" Fireproof Glass Windows and Doors, and a general line of Architectural Sheet Metal Goods.

We will send you full information and suggestions for its many uses if you will write us.

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1796

What Your Customer Wants

He wants Genasco Ready Roofing.

Nobody likes to buy "a pig in a poke." He wants to know what he's getting and make sure he is getting the worth of his money.

Every one of your customers knows beforehand just what he gets in

Genasco
Ready Roofing

Assure him it's made of Trinidad Lake Asphalt. He knows Trinidad Lake Asphalt is the greatest weather resister known. Tell him it makes Genasco proof against sun, air, rain, heat and cold; and makes it last longer than all roofings made of—who can tell?

Genasco is an easy seller; a business getter; a profit bringer and a customer maker. Are you getting your share? Begin to-day. Write for samples and full information.

Mineral and smooth surface. Backed by a written guarantee.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

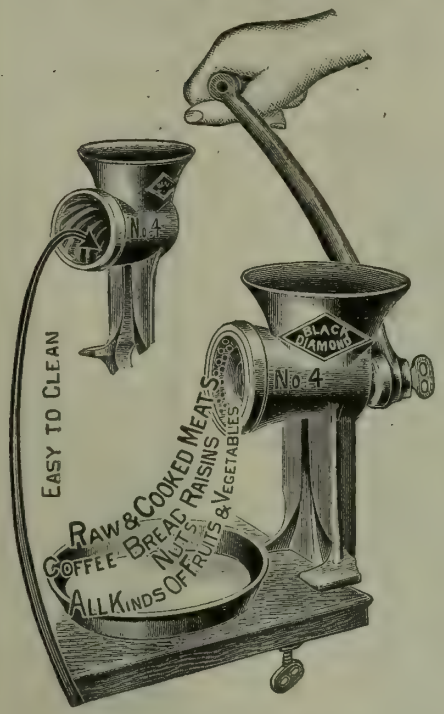
PHILADELPHIA
NEW YORK SAN FRANCISCO CHICAGO

GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK REG. U.S. PAT. OFF.

D. H. Howden & Co. Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
J. H. Ashdown Hardware Co., Winnipeg, Man.

Roofers' Supply Co. Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

BLACK DIAMOND FOOD CHOPPER





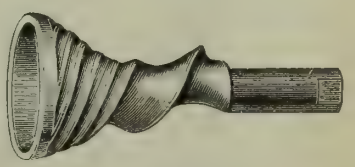
ROTORS



Meat



Vegetable



Pulverizing

WE MAKE the statement that "Black Diamond Food and Meat Choppers" are the best, and when we say BEST we believe one of these choppers will do the work twice as well as any other chopper made. We can prove this to you if you will order a sample. This chopper has so many talking points that we can't enumerate them here. If you are interested, drop us a card and we will send you our booklet entitled "HOW TO SELL AND USE BLACK DIAMOND FOOD AND MEAT CHOPPERS."



MADE IN FOUR SIZES

Three Rotors Furnished With Each Food Chopper

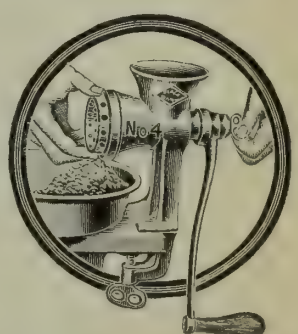
No. 2—Small Family Size—for a very small family. Weight—3¾ lbs. each. Will chop 2 lbs. per minute.

No. 4—Family Size—for the ordinary sized family. Weight—4¾ lbs. each. Will chop 2½ lbs. per minute.

No. 5—Family Size—for ordinary family use. Weight—5 lbs. each. Will chop 3 lbs. per minute.

No. 6—For Restaurants, etc. Weight—8 lbs. each. Will chop 4 lbs. per minute.

Each machine packed one in a box, 6 in a case.



LEWIS BROS., LIMITED

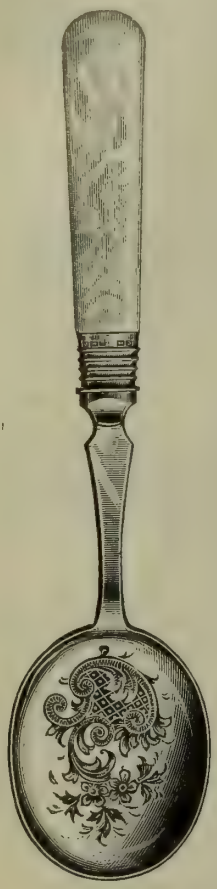
EXCLUSIVE DISTRIBUTORS OF BLACK DIAMOND FOOD CHOPPERS

MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

Christmas Suggestions

Let Us Quote You Our Prices **We Carry Only the Best**



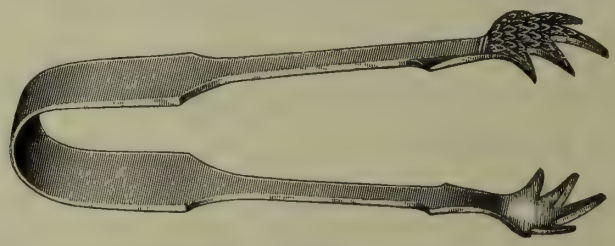
H. B. &. H.
Jam Spoon



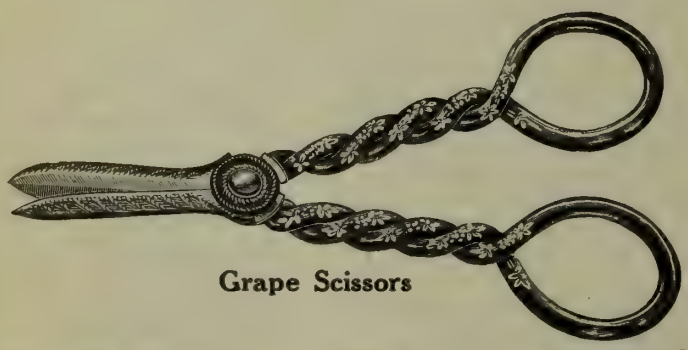
Harrison Bros. & Howson Combination Case No. 01938. 8 pieces, consisting of 6 Fruit Knives, 1 Butter Knife and 1 Sugar Shell.



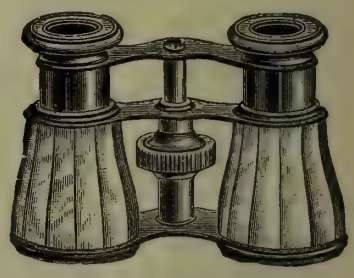
H. B. & H.
Butter Knife



Sugar Tongs



Grape Scissors



Opera Glasses

Ship Promptly **Mail Orders Receive Our Prompt Attention** **Large Stock**

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Razors Make Fine Gifts



and more people would buy them for Christmas if properly reminded. Their great trouble is to know what kind to buy and how to avoid the inferior sorts. Dealers can get a first-class advertisement out of the fact that they handle

Joseph Elliot & Sons' Cutlery

which is in a class by itself for quality and finish. Why not make a feature of this line for the holiday trade and keep it well in evidence? We are prepared for a large trade and offer ample assortments, ready at all times for immediate shipment.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware Merchants

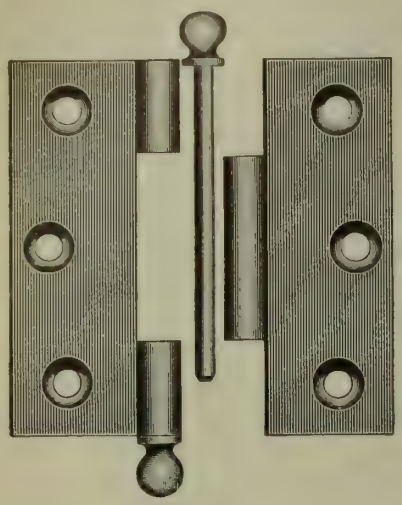
TORONTO

We ship promptly. Our prices are right.

GRAHAM NAILS ARE THE BEST

Crescent Brand

Registered



QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

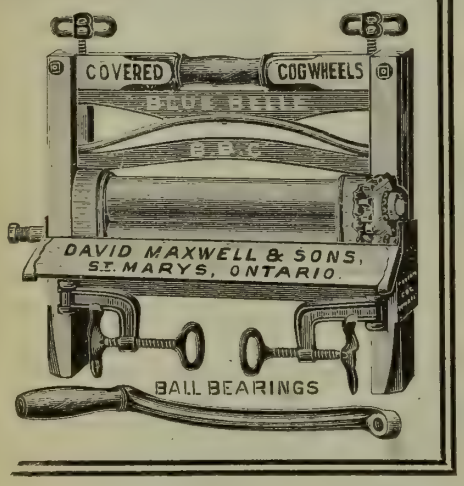
The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.

MANUFACTURERS. - - HAMLTON, ANADA



The Best Wringer

we have turned out yet is our new "Blue Belle," and we have no hesitation in saying that it is the best wringer sold in Canada.

MAXWELL'S "BLUE BELLE"

has ball bearings, covered cog-wheels and swivel tub attachment. The rolls, which are the life of any wringer, are of solid rubber, and are GUARANTEED FOR FIVE YEARS. You are safe in recommending the "BLUE BELLE."

DAVID MAXWELL & SONS

ST. MARYS, ONTARIO

GRAND RAPIDS
CYCO BEARING
CARPET SWEEPERS



Make Good Christmas Gifts and Give the Dealer a Good Profit.

We can furnish these good Sweepers in Oak, Sycamore or Birch finish, with Japanned or Nickel-Plated Trimmings.

UNIVERSAL COFFEE PERCOLATORS

Made of Pure Aluminum. Ebonized Handles.

ANOTHER GOOD CHRISTMAS GIFT

Coffee made in a Universal Percolator is easily known by its delicious aroma, its fine flavor and absence of bitter taste caused by boiling in ordinary coffee pots.

No.	73	76	79	
Capacity	3	6	9	Cups



X RAY VIEW UNIVERSAL COFFEE PERCOLATOR.

WHOLESALE DISTRIBUTORS

CAVERHILL, LEARMONT & CO.
MONTREAL AND WINNIPEG.

THE LARGEST MAKERS OF FINE LAMP BLACKS IN THE WORLD



WILCKES MARTIN WILCKES CO. MAIN OFFICE, 135 WILLIAM STREET NEW YORK, N.Y.

FOREIGN AGENCIES, LONDON, PARIS, CHAUX-DE-FONDS, BUENOS AIRES, SIDNEY AUSTRALIA, YOKOHAMA, JAPAN, VIENNA, MILAN, ITALY, HAMBURG.
E. FIELDING, 34 YONGE ST, TORONTO, AGENT FOR ONTARIO.



PAGE FENCES AND GATES

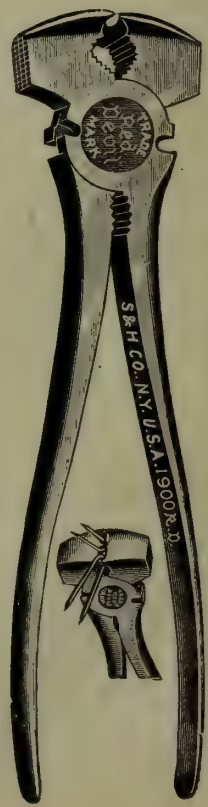
Styles for all uses—lawns, parks, farms, railways. All heights. Cost less to erect and give better service. Our nearest place will quote you 1910 prices and send you Free Illustrated Booklet. Please ask for it now.

14,000 Miles of Page Fence in use in Canada
73,000 Page Gates in use in Canada
OUR 1910 GATES HAVE GALVANIZED FRAMES

Largest Canadian Makers of Fences and Gates

500 THE PAGE WIRE FENCE CO., LIMITED
WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

"PAGE FENCES WEAR BEST"



1900 Staple Puller

3 PULLING POINTS

What it will do

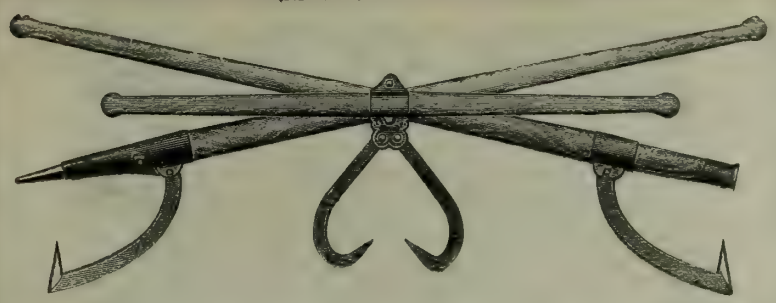
Drive Staples
Pull Staples
Save Staples
Cut Wire
Straighten Wire
Stretch Wire

What it will save

Saves Wire
Saves Staples
Saves Old Fences
Saves Bending Wire
Saves Breaking Wire
Saves Buying Hammer
Saves Labor, Time and Money.

If your jobber cannot supply you, write us for illustration and prices.

Smith Hardware Co., Ltd.
Montreal, :: Can.



Procrastination is the thief of TIME!

Hardware Buyers Listen! Next spring there will be a big demand for

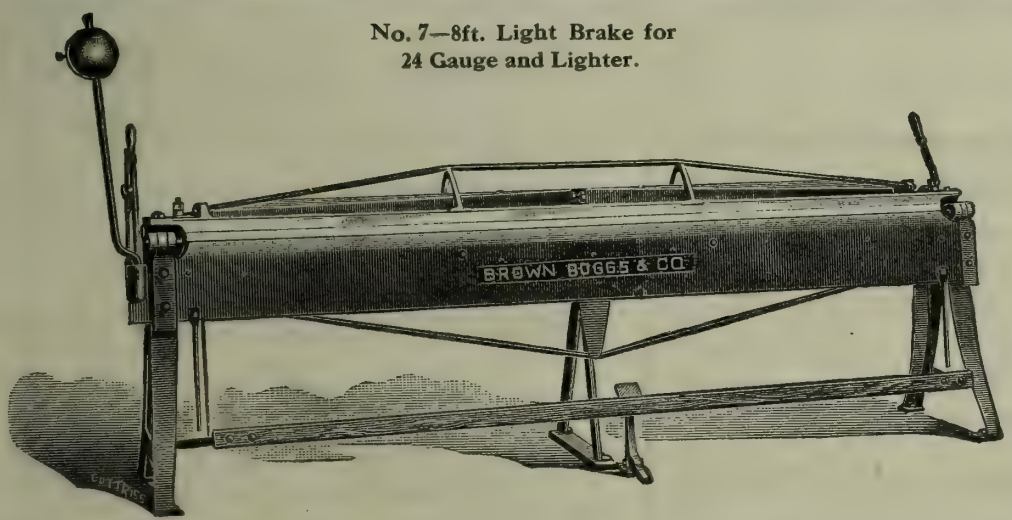
PEAVIES, PIKE POLES, etc.

If you don't place your orders early, some of your profits will disappear in telegrams, "rush orders," "trace goods," etc., and, worst of all, cancellations, because you can't ship promptly. Stock up with a reasonable supply and you will get the "hurry up" orders. We have already twice as many orders booked for spring shipment as last year. Some one will be disappointed, and it won't be our fault if this catches your eye.

ORDER PROMPTLY.

Canadian Logging Tool Co. Limited - **Sault Ste. Marie Ontario**

No. 7—8ft. Light Brake for 24 Gauge and Lighter.



Now is the Time

to install a brake and make your trough for next season, during the winter months. Study ECONOMY and INVEST in a B. B. & Co. Light Brake. It is equipped with ALL the LATEST IMPROVEMENTS. Don't delay. Order to-day.

THE BROWN, BOGGS CO., LTD.

Hamilton, - Canada

Tinsmiths' Tools, Presses, Dies, Sheet Metal Tools.



STANLEY TOOLS

THE "HURWOOD" SCREW DRIVERS shown herewith are mechanically the best drivers ever offered. Blade, shank and head are formed of one piece of steel—finely tempered.
We are now prepared to ship from our CANADIAN WORKS many of the tools we manufacture. As fast as practicable we expect to increase the output of this plant to include all tools shown in our catalogue.
The word "STANLEY" appears on every tool.

ADDRESS ALL COMMUNICATIONS TO

STANDARD

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

GUARANTEED

Copyright, 1909, by THE STANLEY RULE & LEVEL CO.

THE PATENT "DREADNOUGHT" MILLING FILE



Registered Trade Mark

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.
JUST THINK:—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."
JUST THINK:—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance
Write for Price List and Catalogue to the nearest agent.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

NATIONAL FILE & TOOL CO, 2110 Alleghany Ave., Philadelphia, U.S.A. *FACTORY, 65 Dalhousie St.*

AGENTS { Halifax, N.S.—Austen Bros.
London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

FOR-LARGER-PROFITS-FOLLOW-THE-ARROW



You are not getting as much business as you should!

Why don't you take on a line that will prove a "live wire" and not a dead one?

We want to show you the

Star Expansion Bolt

the biggest business bringer in the hardware line to-day.

Will you write for a sample and a trial proposition?

Wouldn't you be interested in a plan whereby you could increase your profits 50% without investing a single cent?

ADDRESS TO-DAY

STAR EXPANSION BOLT CO.
Catalog Department --20-- 147-149 Cedar Street
NEW YORK, N.Y.

MORE TRAPPING

will be done this fall than ever before.
Get your share of the

PROFIT

by ordering now a complete stock of

ONEIDA COMMUNITY GAME TRAPS



NEWHOUSE, HAWLEY & NORTON, VICTOR and ONEIDA JUMP PATTERNS.

INTEREST THE BOYS

by making a window display. It will increase your sales. Many dealers have already asked for specifications and cards for their windows.

WRITE NOW

ONEIDA COMMUNITY, Ltd., Niagara Falls



DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

"Brantford" "Roofing"

FREE

A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing" it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited

Brantford - Canada

Winnipeg Agents: General Supply Co. of Canada, Limited
Market and Louise Sts.

Montreal Branch: 300 St. James St., Montreal, Que.

"Safe-Lock" and "Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.



Thousands of Lives

sacrificed every year in fires could have been avoided if the

DAVY AUTOMATIC FIRE ESCAPE

had been installed. It is equally efficient in any building Its action is simple and it cannot go wrong. Awarded the $100 prize in the recent Commercial Travellers' Contest. A line you can demonstrate and handle with good profit.

Write for Booklet

U. S. FIRE PROTECTION CO.
Utica, N.Y., U.S.A.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES RACK
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.



"LION BRAND"



Manufacturers of and Dealers in

Solders— Wiping, Bar and Wire
Leads— Pig, Caulking
Babbitts.

Tin— Block and Strip
Zinc Spelter,
Antimony.

The Lion Metal Co., Montreal

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.

Galt, Canada LIMITED

"THE ALYMER ADJUSTABLE BASE LIFT PUMP"



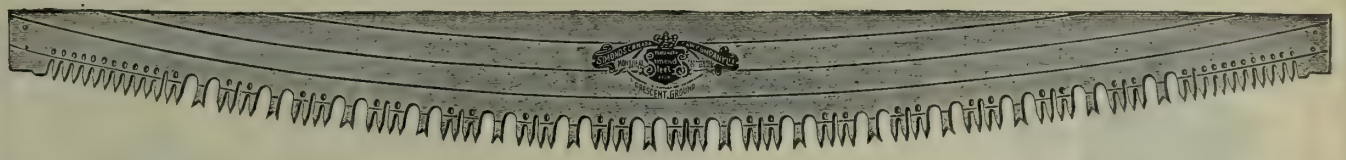
This pump is fitted with our Adjustable Base and will accommodate itself to any and all surroundings. By this arrangement the spout can be instantly adjusted to any height above the platform, has our Siphon Spout and Reservoir Head, long heavy Handle with large Polished Steel Bolts, which insures Long Life and a Smooth-working, Noiseless Pump. This also makes a very desirable Pump for Drilled Wells.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. · **Montreal, P.Q., Vancouver, B.C., St. John, N.B**

"MR. HARDWARE MAN"

It will pay to see our "Large Exhibit" of brushes at Hardware Convention, London, Feb. 8th-12th, **before placing your spring order.** We will also be pleased to see you at our Warehouse where we have a large variety to select from. Bryan's Brushes have a reputation.

ASK THE MAN WHO USES THE BRUSH.

Thomas Bryan, Limited, London, Ontario

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

WOSTENHOLM'S CUTLERY

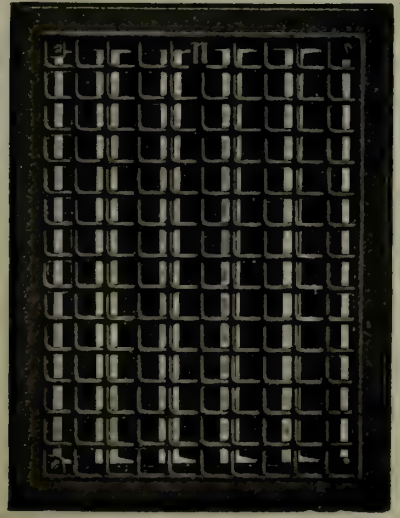
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



Business Manager for Canada: ARCHIE MACFARLANE, Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. **Office: CHICAGO, ILL.**



NICKEL PLATED



Nickeled Copper Coffee Pot.

Tea and Coffee Pots and Tea Kettles

Packed Separately in Card-board Boxes



"Climax" Nickel-plated Tea kettle.

Attractive Design — Heavily Nickeled — Handsomely Finished

McCLARY'S

London, Montreal, Toronto, Winnipeg, Vancouver, Hamilton, St. John, N.B., Calgary



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.

The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been redressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.

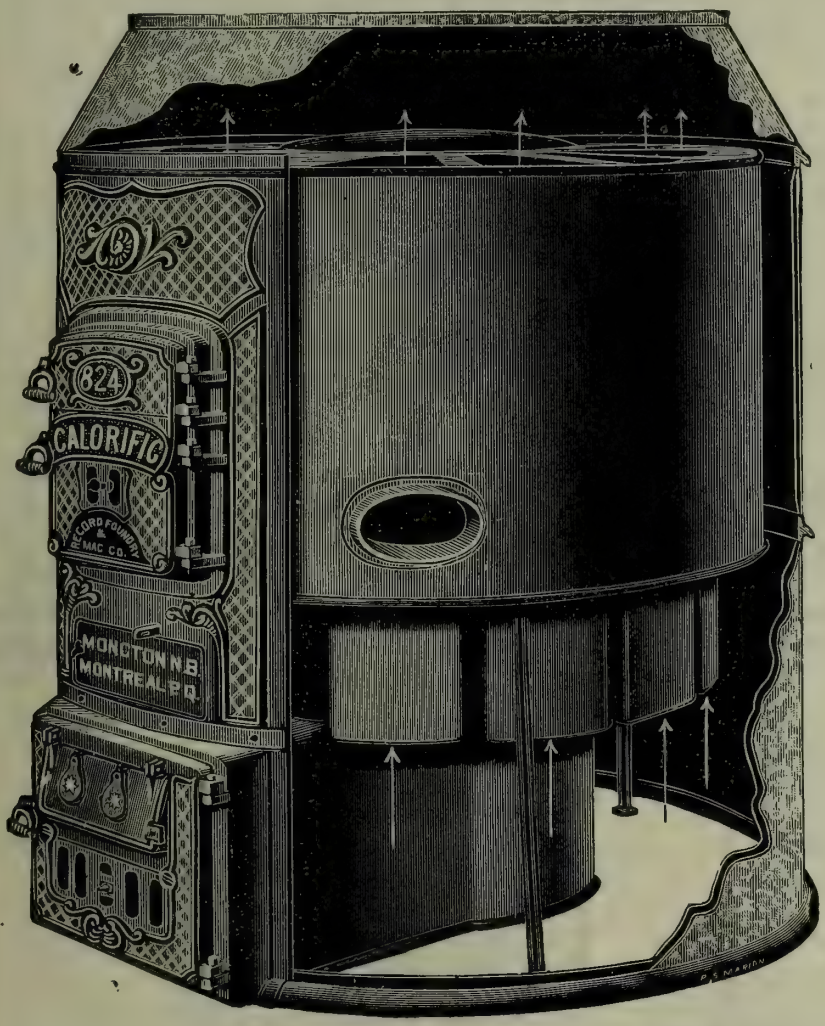
Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED

Hamilton, Canada

"FURNACE HEATING IN A HIGH CLASS RESIDENCE" was the title of an able article in this paper on NOV. 27 last. The writer, P. H. McCarthy of the Federal Furnace League, is an AUTHORITY on such matters. He dealt with a number of hot air furnaces but finally the ONLY ONE that REACHED what he believed to be PERFECTION OF ITS KIND WAS "THE CALORIFIC" and he specified THE NO. 830 CALORIFIC. This is what he said:—



"To select a furnace of such size that it would have ample reserve power to heat the building in the coldest weather, especially when it is found that 19 separate pipes were required, was a problem. Finally a No. 830 calorific furnace, which has about 55 sq. ft. of heating surface to 1 sq. ft. of grate was installed. It will be noted on the cellar plan that the heating contractors accomplished the placing of the pipes, and have also been able to do so without the necessity of carrying any one pipe across the top of the furnace. All pipes are aligned and brought directly to the risers."

The Calorific is the Acme of Modern Scientific Furnace Construction.

Here are its leading features:

Positive circulation of warm air.

Cold Smoke pipe ensuring no waste of heat or fuel.

It has More Radiation than any other furnace on the market and will last longer.

If our furnaces do not accomplish all that we claim we refund your money. What more could any firm do ?

We have a complete line of Stoves and Ranges that dominate the market in price and quality.

The Record Foundry and Machine Co.

Montreal and Moncton, N.B.

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver and St. John's, Nfld.

WRITE FOR PARTICULARS

Disston

IF you sell tools, you take care to sell the tools *the greatest number* of workmen want.

When someone in a gang of workmen shows off a new saw, the first question the others ask is :

"Is it a DISSTON?"

The reason the DISSTON Plant is the *largest* saw works in the world is *it has to be to keep up with the constantly growing demand* for DISSTON SAWS.

The DISSTON reputation for *fine* quality will help increase *your* reputation for handling the finest saws and tools known to workmen.

YOU'LL do a much larger business in saws if you make a *display* of the DISSTON line.

HIGHEST AWARDS—Grand Prix and Gold Medals—at the Alaska-Yukon-Pacific Exposition, Seattle, Wash., 1909.

FREE :—Send for the *latest* DISSTON Catalogue. Make sure you have the complete DISSTON line of Saws and Tools

HENRY DISSTON & SONS, Inc.

(Keystone Saw, Tool, Steel and File Works) PHILADELPHIA, U.S.A.

Canadian Works :—112 Adelaide Street East, TORONTO



AIM SURE

Will you be ready for "Sausage Days ?"

Will you have in stock the two machines sausage makers consider indispensable ?

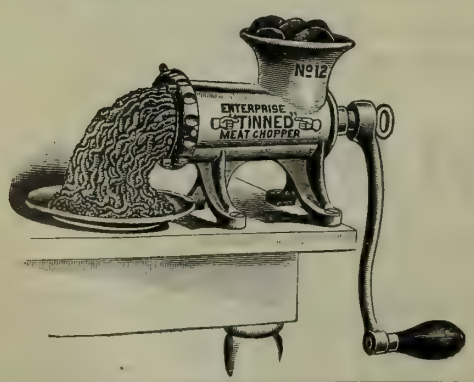
Folks who know—and most folks do—will ask for and insist upon

HIT HARD



"ENTERPRISE"

Meat and Food Choppers



Sausage Stuffers, Lard and Fruit Presses

Mechanism simple—durable—and graceful. One chops the meat, leaving no lumps, no particles uncut. The other stuffs the sausage smoothly—without air bubbles.

Get ready now while there is time.
Aim Sure—Hit Hard

An attractive sign and a liberal supply of advertising matter will be sent upon request to every dealer.

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U.S.A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

A Presentable Line



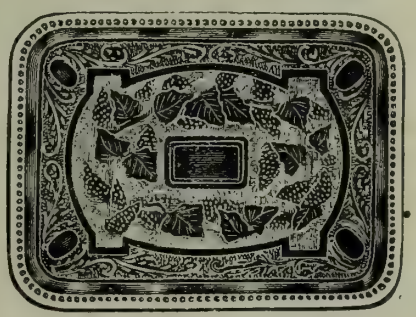
OVAL

ASSORTED DESIGNS
Three sizes, inches 14, 16, 18
SCALLOPED DESIGN
Three sizes, inches 14, 16, 18

We also have in stock Nickel-plated Bread Trays, Crumb Brushes and Trays, Silver Lined Tea and Coffee Pots in all sizes.

SILVER PLATED TRAYS
"CARPATHIAN"

ASSORTED DESIGNS
OBLONG
Four Sizes, inches 12, 14, 16, 18



Write for Prices



ROUND

ASSORTED DESIGNS
Two sizes, inches 12 and 14
SCALLOPED DESIGN
Two sizes, inches 12 and 14

ROUND MARVEL TRAYS
Tin, Nickel-plated
A cheap line, 13 inches diameter

The THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

The "Famous" Base Burner



—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.
Montreal, Winnipeg, Hamilton, Calgary.

HOLIDAY PRIZE COMPETITIONS

Open to Canadian Hardware Merchants and Clerks

SIX PRIZES FOR WINDOW DISPLAYS

For the three best selling window displays shown in a city over 10,000 population, and for the three best in towns and villages under 10,000 population.

In each division there will be three prizes as follows: 1st, $5 in cash; 2nd, and 3rd, copies of "Hardware Window Dressing" (cloth bound) $2.50—making in all six prizes, totaling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, made up of articles usually sold in hardware stores, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

TWO PRIZES FOR HOLIDAY ADS.

Two prizes of $5 each are offered for the best newspaper advertisements about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. As in the window competition, a division is made, one prize being open to those in cities over 10,000 population, and another to those in smaller places.

With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad, and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

Address: "The Editor
HARDWARE AND METAL'
10 Front Street East
TORONTO

LOCKERBY & McCOMB, MONTREAL

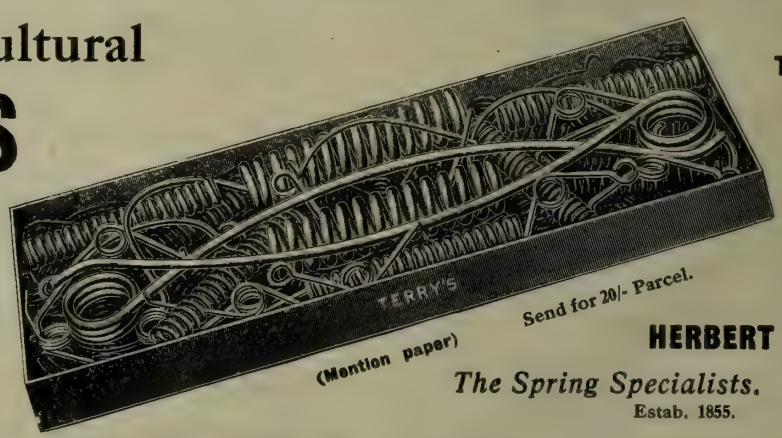
Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Terry's Agricultural
SPRINGS

are guaranteed to give best results, being made of best materials by up-to-date methods.

Send samples for Estimates in large or small lots.



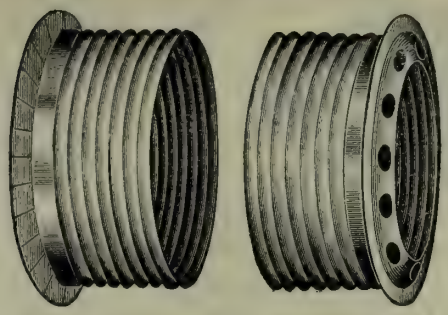
Send for 20/- Parcel.
(Mention paper)

For Binders, Tedders, Rakes, Drills, Swath Turners, and all other Implements.

Send for lists.
Box 100

HERBERT TERRY & SONS,
The Spring Specialists. **REDDITCH, Eng.**
Estab. 1855.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

"STAR BRAND"





FERRALL'S HUB HOISTER

AND

Sheave for Same

FOR HEAVY RAPID HOISTING

EITHER FOR MANILA OR WIRE ROPE

The shells have rounded edges which protect and save the rope. The sheaves are fitted with Metaline side bearings which keep sheave from heating. The best rope-saving block made.

Catalogue H.M. Sent Free on Application

Boston and Lockport Block Co.

116 Condor Street, EAST BOSTON, MASS.

BLACK JACK

QUICK, CLEAN, HANDY

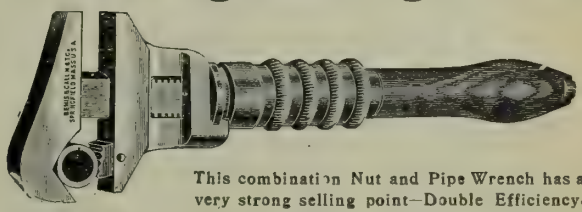
TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

STENCILS

When you require a Brass Stencil, our Stencils represent the very best value, because they are cut by expert Stencil Cutters.

We use the best tough brass and we give prompt service.

We want your Stencil orders because we know we can please you—both in price and quality. Send us your orders, or better still, buy a

Bradley Stencil Machine

We are sole agents for Canada

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON - and - TORONTO

SNOWSHOES



OUR SNOWSHOES are made by our own special workers. The wood is all selected from finest white ash. They are all the best gut, the best binding and in a great variety of sizes.

We have the curved toe lumberman's size and shape and the attractive sporting patterns.

COMPLETE LINE

Illustrated card showing sizes and shapes
Price List on request.

The Robert Ryan Co.

Three Rivers :: Quebec

Manufacturers of Gloves, Mitts, Moccasins and Snowshoes

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

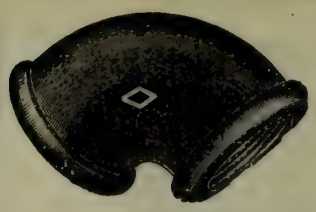
It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



DIAMOND BRAND FITTINGS

Always give satisfaction because they are perfect in fit, threading and finish.

WHOLESALE ONLY.

The Oshawa Steam & Gas Fittings Co., Ltd.

OSHAWA, - ONTARIO

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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To Secure Good Results Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

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CANADIAN OFFICE: 80 Bay Street, Toronto, Ont. 144 William treet, Montreal, Que.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

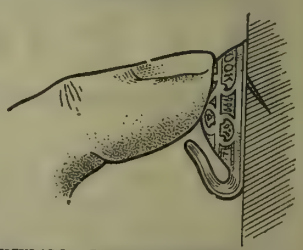
108 Cabot Street, HOLYOKE, MASS., U.S.A.

THE HANDIHOOK IS A SURE SELLER

"DON'T LOOK FOR A HAMMER! DON'T SCREW IT IN!" THATS WHAT TO TELL YOUR CUSTOMERS ABOUT IT.

Simply press the Handihook with your thumb. That's all it needs. Once up, it'll hold 10 pounds as easily as it does an ounce. And it won't disfigure your wall or woodwork.

For hanging the hundred and one things around the home, office, store or factory, the Handihook is the best hook ever devised. Can't be beaten for hanging pictures, signs, calendars, coats, waists, skirts, whisks, towels, reference books utensils, etc. Made in gun metal, nickel and antique copper.





WRITE US FOR PARTICULARS. SAMPLE ON REQUEST.

THE MANUFACTURERS' SALES CO

Sole Distributers for Canada.

F. H. REID, Mgr. - - Birks Building, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webster & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FEED COOKERS.



MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
PERTH, ONT.
for catalogue and prices

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FURS Do you trap or buy Furs? I am Canada's largest dealer, I pay highest prices. Your shipments solicited. I pay mail and express charges; remit promptly. Also largest dealer in Beefhides, Sheepskins, etc. Quotations and shipping tags sent free. 9
JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Corrugated, asbestosned, fire proof stove pipe thimble, cast both ends, pipe resting against points or projections, impossible to get hot, the only real fireproof thimble made; send for catalogue of these and our other hardware specialties. Mfd. by
The COLLINS Mfg. Co., TORONTO

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Manufacturers' Agent
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Open to take on two or three factories wanting representation territory east of Toronto, including Quebec and Lower Provinces.
Connection with Wholesale Hardware Trade.

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WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co., Limited
(of Scotland)
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Winnipeg: 132-134 Portage Ave., East

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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MANUFACTURERS' AGENT
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Open to represent a first-class Hardware Specialty. Highest References.

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Frederick H. Reid, Manager
Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

THOMPSON & GUNN
333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

Oshawa Galvanized Steel Shingles
You can't afford to roof a thing without Oshawa Galvanized Steel Shingles. Good for a hundred years. Send for the free booklet.
PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

METAL PRODUCTS.

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MONTREAL SMELTING AND REFINING WORKS

Geo. Langwell & Son, Montreal, Que., Can.

Smelters and Refiners of all Metal Products

Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.

Get Quotations

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JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada

Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g Co., Limited

Toronto, Ont.

Phone, Parkdale 3188.

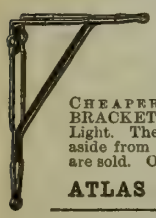
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retai at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware specialties.

The McBrien Mfg. Co., Limited

Dovercourt - - - - - - Toronto

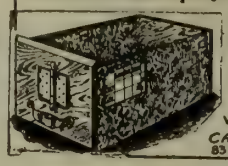
Read a FREE Book about better ceilings. Tells of two thousand designs for every sort of structure from a cathedral to a warehouse—proves why our ceilings cost less. Get the book. Ask our nearest office.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL

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SNAPS.

"QUEEN" LOOP SNAP

Strong  Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S A.

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED

TORONTO, ONT.

STEEL TANKS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

STOVE REPAIRS.

Phone College 4877

JONES BROS.

346 Christie St., Toronto

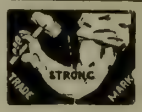
Stove Brick — Stove Castings

Fire Clay — and Water Fronts

Asbestos Cement

Brick for Fire Places

TOOLS.



AN ARMSTRONG BORING TOOL is alway-ready for use. Should be on every lathe. **Saves all forging 70% Grinding; 90% tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.

CHICAGO, U. S. A.



VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.

Office and Works

17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street

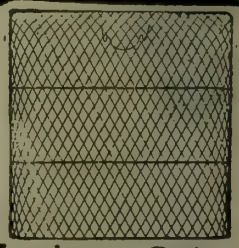
Office 107 St. James Street

MONTREAL

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.

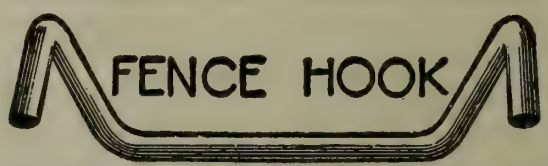


CANADA WIRE GOODS MFG. CO., Hamilton, Ont.

We manufacture all grades of ***Wire Cloth and General Wire Work.***

We solicit your inquiries.

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

BANNER
TRADE MARK

"Ontario" Candle Lanterns

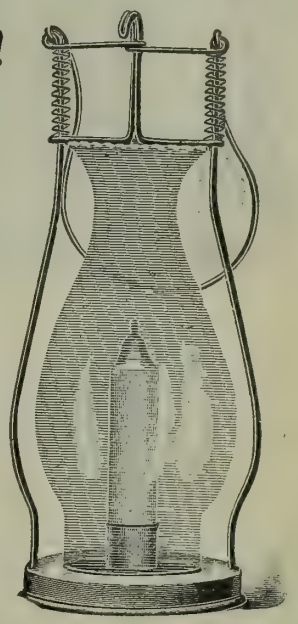
So handy !! Won't blow out!

A good 25c. leader



Are packed complete with candles, are fire-proof, non-explosive and ever ready,

ASK ANY JOBBER



Ontario Lantern & Lamp Co., Limited

Hamilton **Ontario**



Two Collapsible Go-Carts

that will prove ready sellers.

On the left, No. 295. List $7 50. With hood, wood handles, seat and back. Gear is stationary, but upper part of body folds.

On the right, No. 294. List $8.20. Wood handles, with hood attached to same. Hood and cart fold with one motion.

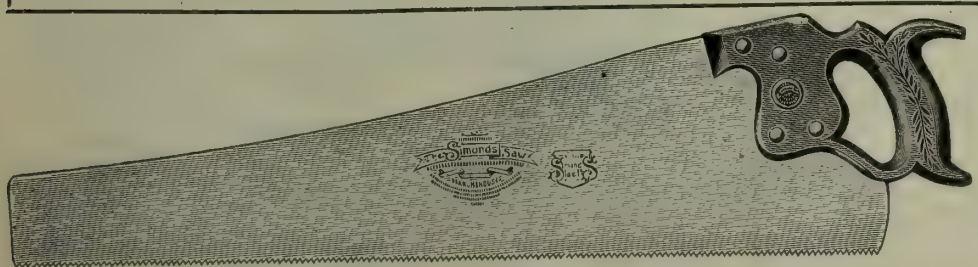
Many other GENDRON SPECIALTIES which are certain business bringers.

Made in Canada. Write for Catalogue

GendronManufacturingCo.

Toronto, Canada





SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



PLYMOUTH CORDAGE CO.

PLYMOUTH **WELLAND**

Use "PLYMOUTH" (Ship Brand) Lathyarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?

INDEPENDENT CORDAGE CO., LTD.

Stocks at
TORONTO
MONTREAL
HALIFAX
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



TRADE PENBERTHY MARK.

"Screw Top" Oilers

with or without syphon are just the stock for quick sales.

Very reasonable in price. Put in an assorted stock and be sure they are the "Penberthy" make.

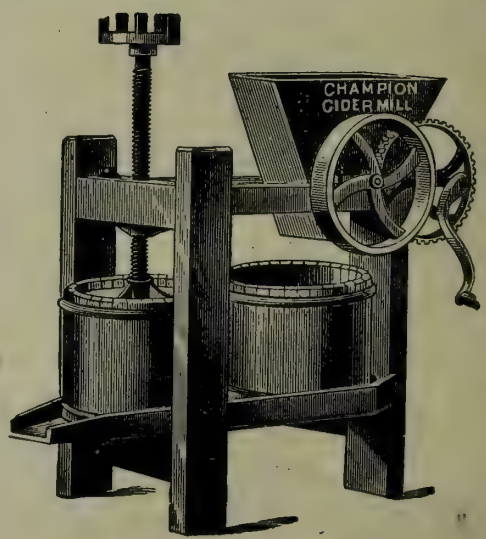
Your jobber can supply you.

Manufactured by

Penberthy Injector Co., Ltd.

WINDSOR - ONTARIO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools. Wagon Skeins.

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

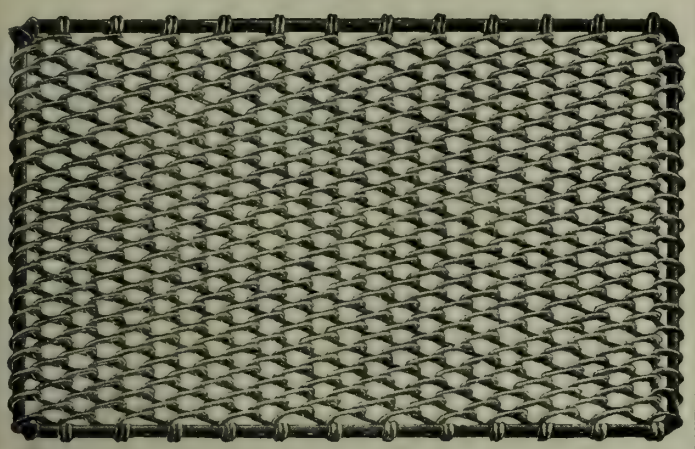
December days are dirty days!

and your customers want protection from the nuisance of mud, snow and ice. The very thing to sell them is the

"SIMPLEX" MAT

which is strong, well woven and efficient, and should be in every residence, store, school and office.

You can save money by buying now at reduced prices. Order at once.



The B. Greening Wire Co.
LIMITED
Hamilton, - Ontario

SOME OTHER GOODS WE MAKE ARE—Wire Rope, Chains, Poultry Netting, Fencing, Lathing and Reinforcing, Screen Cloth—painted, bronze and galvanized, Foundry Riddles and Steel Wire Brushes, Staples, Springs, Window Guards and Signs, Perforated Sheet Metals, Wire Cloths—all grades, Wire—all kinds, and Wire Work of every description. All of the highest quality.

WE ISSUE CATALOGUES FOR EACH OF ABOVE LINES
SEND FOR THE ONE YOU REQUIRE

Catalogue of 128 pages, showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.

IMPERIAL STANDARD SCALES

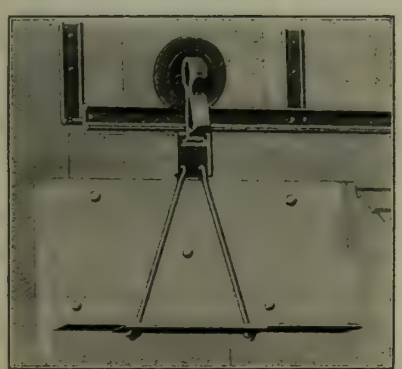
Wagon Scales from 3 to 15 tons capacity of the very best pattern and strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers

The Burrow, Stewart & Milne Co., Limited
Hamilton, Ontario.

S. B. MARTIN, Dalton, O., U.S.A.



Builder of

"Low-Down-High" Store Ladders
Wonder Barn Door Hangers
Channel Steel Track
Hardware Specialties

Door closes tight same as a hinge door. Galvanized Battin covers entire top of door, making it indestructible.

Will give license to one or two good Canadian Firms to build these Specialties.

See Cut

Oshawa Fireproof Building Materials You can gain buying from us everything in the line of Fireproof Building Materials for Exteriors and Interiors. Free Catalogue for the asking.
PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Try a business card in Hardware and Metal.

Two celebrated "Dominion" commodities

are Barbed Wire and "Dominion Special" Field Fence

ORDER A MIXED CARLOAD.

You may combine these two first-class products in a "MIXED CARLOAD" ORDER with some of our other lines, such as

GALVANIZED WIRE - PLAIN WIRE - WIRE NAILS
WOOD SCREWS BRIGHT WIRE GOODS HAY BALING WIRE

and thus take advantage of CARLOAD SHIPMENTS.

Specify for "DOMINION" Goods and do not fail to order

"DOMINION SPECIAL" Field Fence "The Landmark of the Future"

Manufactured by

The Dominion Wire Mfg. Co., Ltd.
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

YOUR LANTERN STOCK

should comprise nothing but the best Lanterns procurable.

EVERY Lantern turned out by us is GUARANTEED.

EVERY Tubular Lantern we make is fitted with Wright's RUBBER CRYSTAL GLOBE.



No. 4 Side Lift.

The only ORIGINAL Brass Well and Enamelled Body Cold Blast Lantern is made in our factory at Hamilton, Ont.

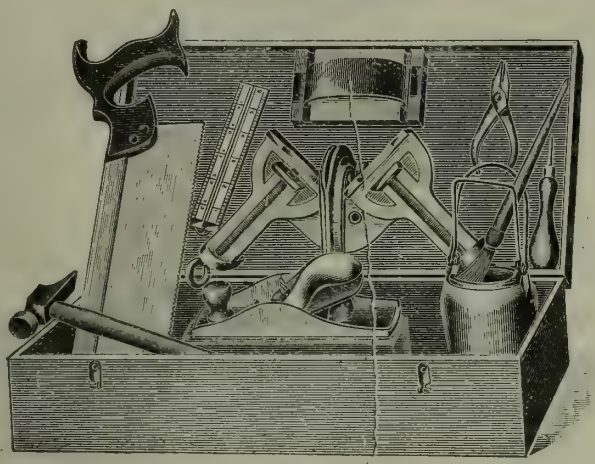
Write for catalogue of complete line of Lamps and Lanterns.

E. T. WRIGHT & CO., HAMILTON, CAN.
(Winnipeg agents—Merrick-Anderson Co., Winnipeg, Man.)

Hobbies
TRADE MARK.

THE NAME
That Sells the Goods

YOUR CUSTOMERS REQUIRE PICTURE-FRAMING OUTFITS AND TOOLS.



WE CAN GIVE YOU MAGNIFICENT VALUE IN THIS LINE AND ALL AMATEURS' REQUIREMENTS.

Send at once for Catalogue and Trade Terms

HOBBIES, LIMITED
DEREHAM, - . NORFOLK, ENG.

Hardware Buyer
Wanted for Responsible Position

Must have some knowledge of salesmanship and be able to supervise and plan advertising campaign in Trade Newspapers, also the preparation of booklets and circulars issued by firm from time to time.

Applicant should be familiar with United States and English goods which could be sold to Canadian Hardware Trade.

State fully, experience and salary expected.

Box 926, Hardware and Metal
TORONTO

Hardware Men

The mills are closing. Have you a good stock of Babbitt Metal?

Now is the time. They need it now. Better let us send you a shipment. There is a profit for you.





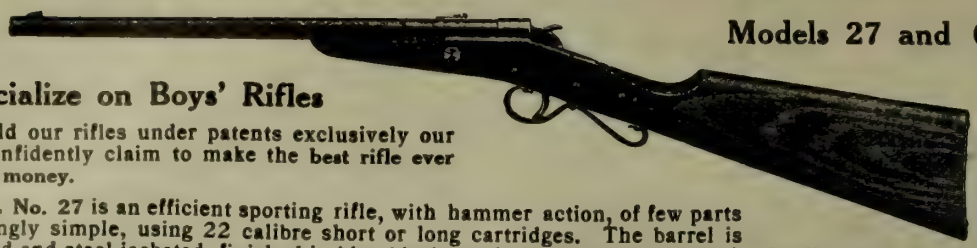
The CANADA METAL CO., LTD. - Toronto

We have Babbitt Metal for every purpose

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

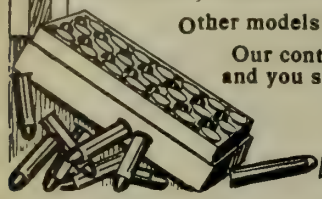
We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. Write for catalogue and net trade prices.



THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

"HENRY BOKER'S METEOR"

LATEST AND BEST



EXPERT TUBULAR HOCKEY SKATE

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube, a thinner and lighter runner can be used than in any other skate, offering the least resistance and friction. The runner is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel and triple sole supports.

Very Fast, Light and Strong

Made in both nickel-plated and aluminum finish.

For Sale by all Leading Wholesale Hardware Houses



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKINNON CHAIN CO.

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake,

Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

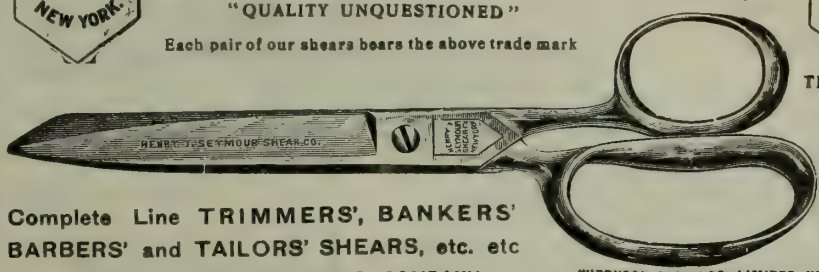
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

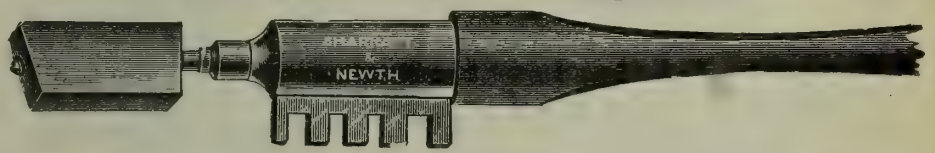
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

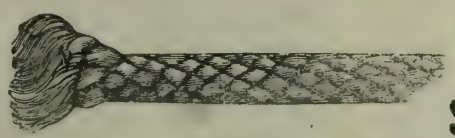
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18 15 and the "Atlantic Express" at 8 00 daily, making connections at Montreal for all points East thereof,

Apply to the Nearest C.P.R. Agent for Full Information.

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.



ROWE Sanitary Lavatory

A MODERN LAVATORY WITH OUT PLUMBING EXPENSE

The Rowe Sanitary Lavatory costs less than washstand, bowl and pitcher, and is infinitely more convenient. Looks just like a running water lavatory and is practically as useful. Consists of a rustless, galvanized iron tank, with plate mirror front; white porcelain basin; galvanized iron pedestal, enameled white inside and out; nickel-plated brass fittings, nothing to break or rust. Perfectly sanitary. Placed anywhere without injuring wall or floors. Indispensable in country houses, hotels, etc.

AGENTS WANTED EVERYWHERE.

Live dealers can secure sole agency for locality by applying now. This is the best proposition on the market to-day.

The STEEL TROUGH AND MACHINE CO. Limited

TWEED, ONTARIO



THE

"DAISY"

INDOOR SANITARY EARTH CLOSET



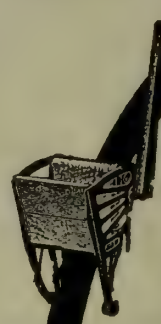
Meets a very long-felt want and should be in every house where a water closet is impracticable. It is neat, compact and ventilated, and being made of metal, it cannot be permeated by any odours. Every hardware man should handle this rapid seller.

PRICE $10.00

Liberal Discounts to the Trade. Send for Circular.

THE TORONTO FURNACE & CREMATORY CO., Ltd.

72 King St. East, Toronto.



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

WE
SOLICIT
YOUR ENQUIRIES FOR

STEEL
OR
WIRE



A few of the thousand commodities

Wire for every purpose
Springs all kinds
Nails and Tacks
Electrical Cables
Wire Rope all constructions
Structural Steel
Bars
Rails
Plates

United States Steel Products
Export Co.
Montreal



SAFETY APPLIANCES in the steam plant is a daily necessity.

ASSURANCE by a reliable firm that the goods you use or sell for the purpose are FULLY GUARANTEED relieves you of any doubt about their suitability.

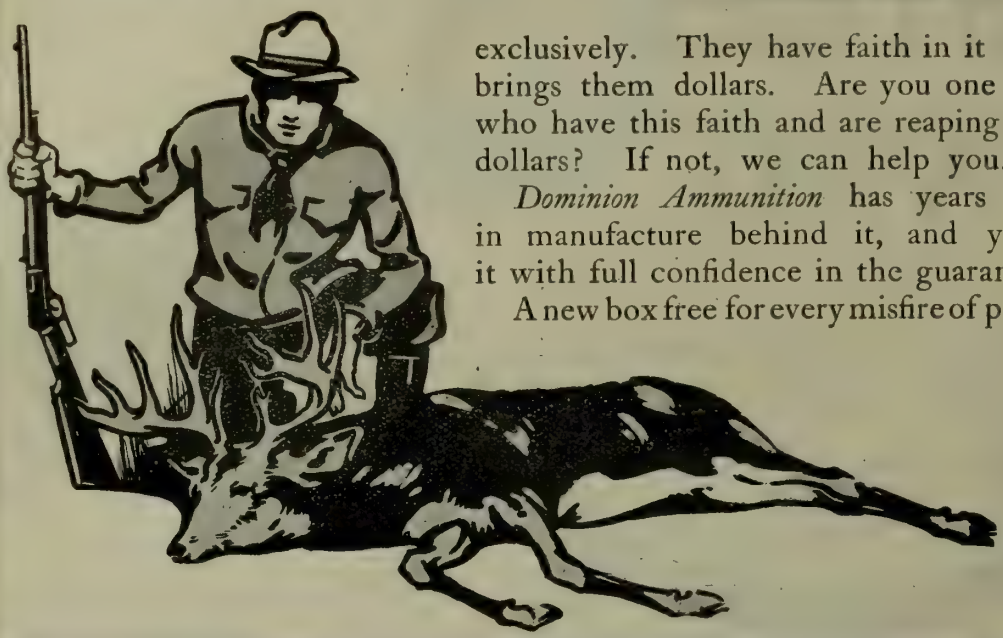
J. M. T. STEAM GOODS are known all over the Dominion for their enduring qualities and general efficiency. They've been made for the past 25 years of "full weight" design and highest grade metal and workmanship.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Use:— J. M. T. Valves—Injectors and Inspirators—Safety Valves—Stop Cocks—Steam Gauges and other Steam Specialties.

The **Jas. Morrison Brass Mfg. Co.,** Limited
93-97 Adelaide Street West
TORONTO

A TRYER MAKES A BUYER



THERE are many successful dealers in sporting goods who handle

Dominion
IMPROVED & PROVED
Ammunition

exclusively. They have faith in it and that faith brings them dollars. Are you one of the dealers who have this faith and are reaping some of these dollars? If not, we can help you.

Dominion Ammunition has years of experience in manufacture behind it, and you can push it with full confidence in the guarantees.

A new box free for every misfire of present product.

Dominion
Cartridge
Company, Ltd.
Montreal

KEMP'S

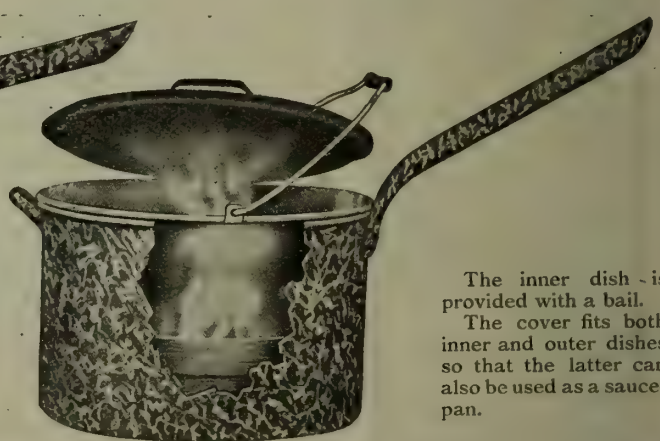
Patent Steam Cereal Cooker
Retinned Covers



So many people say they cannot eat oatmeal, but Kemp's Steam Cereal Cooker helps over the difficulty. The kernels are expanded by the steam circulating over them, making them tender, delicious and readily digested.

Nos.	103	105	135
Quarts (Inside Dish)	3	5	3 and 5
Case Lots, Dozen	1	1	1

Improved Steam Cereal Cooker



The inner dish is provided with a bail.
The cover fits both inner and outer dishes so that the latter can also be used as a saucepan.

Nos.	104	106	108
Pints (Inside Dish)	4	6	8
Case Lots, Dozen	1	1	1

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

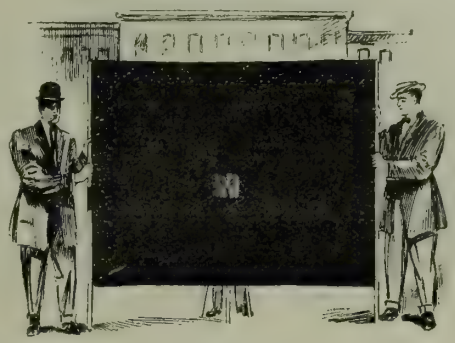
Holiday Window Displays Should Be Photographed

Advantages to both Merchant and Clerk in Having Photos Taken—Prints Need Not be Mounted—How to Overcome Reflections—Displays at Peterboro, Gladstone, Man., and Vancouver Described.

Hardware merchants or clerks who are enterprising enough to prepare a special holiday window display should not hesitate to go to a little additional expense in having the local photographer, or an experienced amateur, take a picture of the window. Such a photo will not cost more than $1, for an unmounted print, it being an unnecessary waste to mount the picture on an expensive card, unless for some special purpose. An unmounted print, for instance, costs less to mail and is as serviceable to a trade newspaper as a mounted picture.

Estimating the cost of a photo at $1, the merchant or clerk can be recompensed for the outlay in many ways. In the first place the photo will be very valuable next fall, when plans are made for another holiday season. A scrap book of such photos will be a valuable source of suggestion, as to how to improve on previous efforts. Lessons can always be learned by studying the work of others, but a trimmer can best improve by trying to excel his previous efforts, and in so doing, it is a great advantage to be able to refer to something better than mere memory as to what the previous standard of excellence was.

Then the trade paper is always willing to go to $3 or $4 expense in having an engraving made from a good photo of a window display. Hardware and Metal, for instance, is now offering six prizes for the best six Christmas window displays, three going to competitors in cities over 10,000, and three in the smaller places. Both to the merchant and window trimmer, the publicity gained by



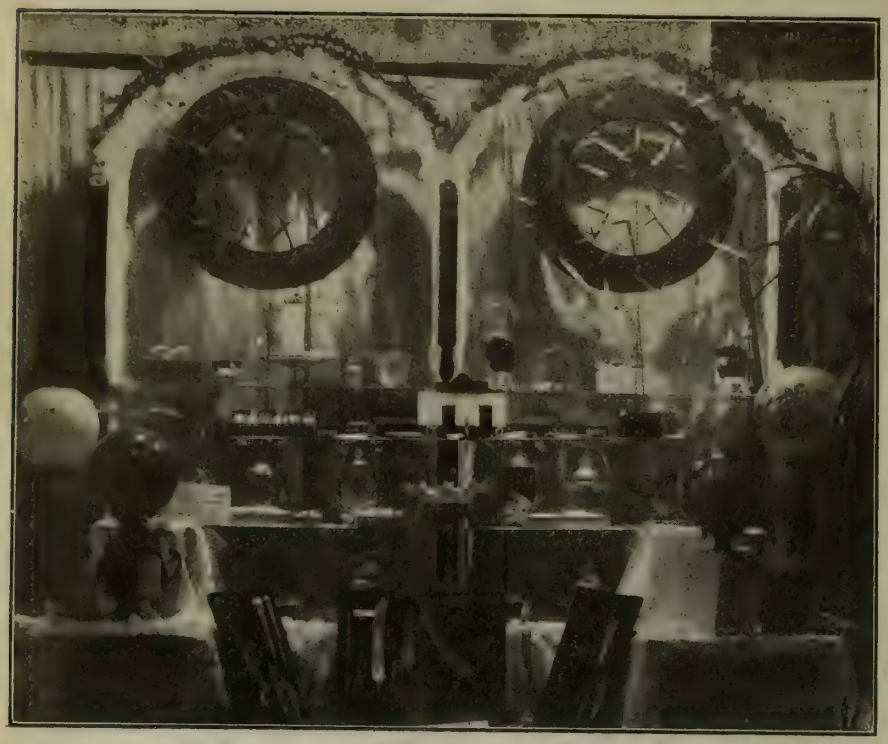
How to Avoid Reflections in Taking Photos of Windows.

having a window display reproduced in Hardware and Metal is of considerable value. It is an advantage to the merchant to be recognized by manufacturers and jobbers, as well as by his fellow retailers, as being above the average in business enterprise—it, in a sense, adds to the standing and good-will of his business. And the clerk who wins a reputation as a window trimmer increases his value to his present, or some other employer. It lifts him above the commonplace and ensures his future advancement, as well as helping to build a foundation upon which to rear a business of his own, when the time arrives for him to launch out for himself.

Advantage lies in still another direction. When a window display is of such excellence as to merit publication in the trade paper, the engraving can be borrowed and used in the reading columns of the local paper, or on advertising matter. The local editor, as a rule, will be glad to reproduce the illustration free of cost with the explanation that the local hardware store, mentioning the trimmer's name, is winning a name for enterprise, a picture of their window display having been commented upon favorably by Hardware and Metal, which is read by hardware merchants in every corner of the Dominion. Notices of this kind, backed up by sample photographs and a letter of commendation from his employer, will be of great assistance to a clerk in improving his position, if he and his employer find that they cannot agree as to what is fair remuneration for services performed.



Display of Silverware, Made by Peterboro Hardware Co, in Which Black and White Cotton Plays an Important Part—. The Selling Value of the Display is Decreased by the Absence of Price Tickets.



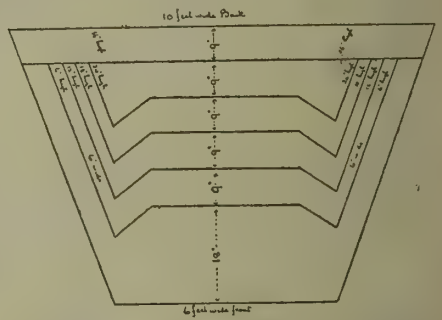
Christmas Window, arranged by A. M. Nairn, for Williams Bros., Gladstone, Man., a Y ear ago.

Many mistakes are made in taking photographs which are too small to show the detail of the display. Hardware and Metal, for instance, frequently receives photos of post card size, which cannot be used. The chief difficulty, however, is found in overcoming the reflections from buildings or trees across the road, when photos are taken in the daytime.

The accompanying drawing shows a simple and inexpensive device for eliminating the reflections for daytime photographing. This consits of two poles that are a little longer than the height of the window. Cut strips a little longer than the window is wide, and sew them together until there is a sheet large enough to reach nearly from the top to the bottom of the glass. Tack the upper corner of this sheet to the top of each of the poles and continue along down the poles, thus forming a large, black screen. A square hole is made in the centre for the camera, and when the photographer is ready to begin operations, have two men hold it as illustrated, thereby shutting off all reflections from across the street or from whatever direction it comes.

In daytime photographing the right time of day must be chosen in order to get the greatest amount of light in the window. Professional photographers usually choose the early morning on a clear day. This, however must be left to the judgment of the man who takes the picture. The length of strips out of which to make the screen can be determined by taking the poles out on the walk and observing how much is necessary to shut out reflections. Black lining cambric or black calico will serve the purpose, and is not expensive.

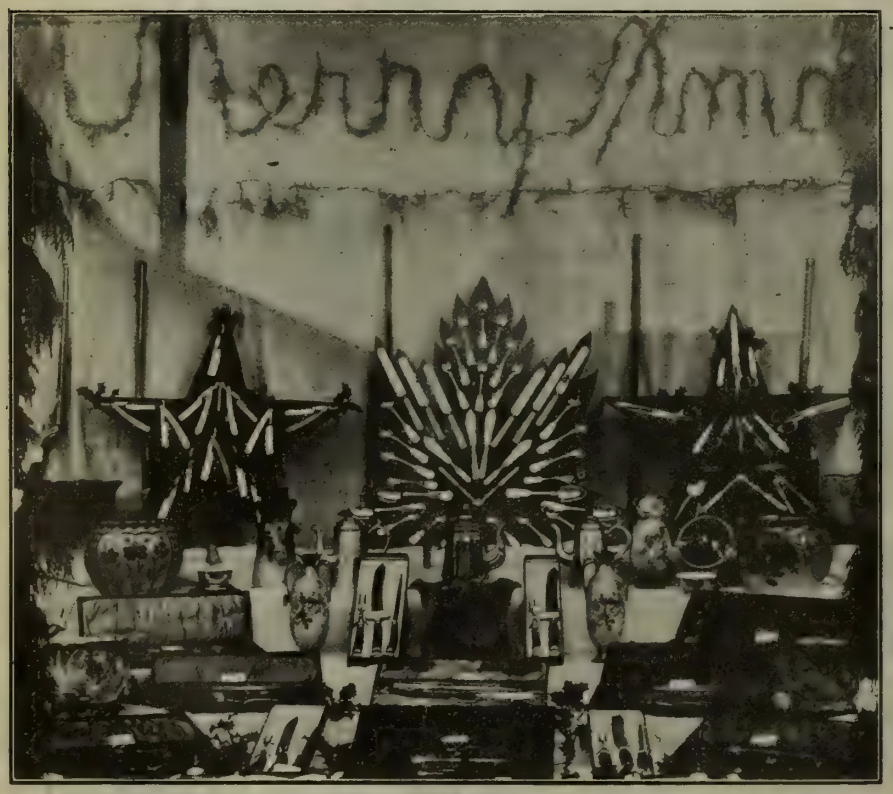
If the windows are strongly illuminated by artificial light, and the picture taken at night, from 10 to 25 minutes will bring out the greatest amount of detail. People passing on the street will



Construction of Display Stand Used in Vancouver Window.

not interfere with such a picture, unless there is a continual crowd. No one should be allowed to stop between the camera and the window during the exposure. If the store or windows across the street are illuminated, these lights are very apt to reflect on the window pane and result in marring the photograph.

In order to secure a perfect photograph, the show window lighting should at all times be concealed and should be located in the upper part of the window near the window pane. All the shadows on the goods are then clearly defined and this contrast between the high lights and shadows will give a perfect picture. Open lights in the window have a tendency to blur the photo.



Holiday Display Constructed by David Dunwoody, for A. H. Hatch, Vancouver, Last December.

SILVERWARE DISPLAY.

The Peterboro Hardware Co., whose display of silverware is reproduced this week, is fortunate in having large windows in which good displays are frequently made. In the one shown, hollow-ware is featured with two cutlery cabinets in the background. Possibly the most attractive feature of the display is the draping, the silverware being shown

on shelving covered with white cotton, while the connections between the shelves are of black material forming a black background. Then the back is in the form of a fence, covered by white cotton, the gate being surmounted by an arch, on the top of which, is a black star in a white background. The window is not overloaded with goods, nor is the arangement of the articles in any way unique. They stand out neatly on an attractive setting, and make a nice display but, lacking price tickets, the window cannot be considered as likely to sell goods in such quantity as if the prices had been quoted.

SUSPENDED SHELVING IN WINDOWS.

An attractive display made last Christmas, was the window dressed by A. M. Nairn, for Williams Bros., Gladstone, Man., it showing up well in the accompanying illustration with the exception of the base of the window, on which skates, scissors and pocket knives were shown. The camera was set too high to take in this part of the display. Evergreen streamers were used in the upper part, and on the sides of the window, and the words "Merry Christmas" were shown in evergreen above the two arches in which cutlery display rings were hung. Below this plate glass shelves used to display silverware and at the base raised stands supported lamps, carving sets in cases, leaning against the stands. Every article in the window bore a price card, and large cards, made such suggestions as, "How would a lamp do ?"

WELL THOUGHT OUT DISPLAY.

David Dinwoody, in aranging the holiday display for A. H. Hatch, Vancouver, a year ago, planned everything beforehand in a thorough manner, as the accompanying sketch of the shelving used in the base of the window will show. The window is ten feet wide at the back and six feet in front and four shelves, 9 inches in width, were raised above the floor, each six inches above the one below. At the base carvers and table bells were shown, then jardinieres and vases, teapots, shaving sets, etc., and above this, on a maple leaf made of tin, knives, forks and spoons, fruit knives, sugar spoons and nut crackers were displayed, razors and scissors being shown on the stars on either side. Then at the back, air guns and 22 calibre rifles leaned against a background of white cheesecloth, which was relieved by the use of evergreen. Mr. Dinwoody used two sketches in planning the display, one the shelving on the base and the other the lay-out of the background.

To be a great success, every merchant must be a student of human nature—must know how to meet every customer on his own ground.

Sporting Goods During the Holiday Season

Sporting Goods Make Useful Presents as They are not Limited. to the Season—The Selling Points of the Hockey Stick—Merchants Should Educate Customers to the Buying of Higher Grade Goods—Put the Trap Stock in Order, as a Good Trapping Season is Anticipated.

In making his holiday display the merchant would be well advised in giving good prominence to his sporting department. There are many lines here that make most acceptable presents, and the bigger the variety that he can give to his general display the better his chances of making a hit with his customers. Undoubtedly the trend now-a-days amongst sensible people is to give practical gifts, that are useful, and will give the recipient a good deal of healthy pleasure. And in this respect sporting goods could not be improved upon. Take the case of skates for instance. To what a large class of consumers these articles appeal. The fascination of the sport remains undiminished until age or lack of opportunity steps in, and then there is only left a sympathy for those who can still enjoy the greatest of our winter recreations. There is nothing that appeals to the boy and girl, to the young man and young woman, than a handsome pair of skates, and the merchant who pushes this line is very wise.

Then there are snowshoes, skis, toboggans, hockey sticks, dumb bells, exercises, and air guns, all of which can be used by the happy recipient right away. But apart from those lines which are seasonable, there are those articles which can be used at other times, and which are not the less acceptable to the sportsman because they cannot be "broken in" at once, such as fishing rods, rifles, baseball outfits or lacrosse sticks. A present to be acceptable need not be appropriate to the season. A man would rather have a rod than a cigar case, although he could use the latter immediately, if he be an ardent fisherman but a poor smoker. Thus the merchant need not think that his sporting lines are limited at this time. Show most things that the younger generation like, and the hardwareman will be surprised at the result. A specialty could be made of putting monograms upon the gifts. This would, of course, give a more exclusive character to the present.

The Hockey Stick.

Although the various pointers in connection with skates are pretty well known to the average clerk, we doubt whether so much attention has been paid to the article that in so many cases goes with them, we mean the hockey stick, and yet the one needs just as much intelligent selling as the other. Most clerks can dilate upon the merits of the welded and tempered skate as compared with the cheaper one, and can advise upon the shape and best formation, upon the brackets holding the toe and heel plates, etc., to suit certain specific cases, but he is not so well informed upon the best talking points of the hockey stick. Rapid strides have been made in the development of the stick in the past few years to keep apace with the requirements of the game. It is now an evenly balanced article with most of the weight in the handle, just the reverse of the earlier days, and as light as is compatible with the necessary elements of strength. Then again the question of the wood is a great point to be dilated upon. It must be strong, tough, and durable, and combine the necessary element of lightness besides lending itself to a good finish. These are selling points that the clerk should learn. It would help many a sale, for the sportsman is always glad to get good advice upon an article he is buying.

Display of Skates.

A very good display could be made by showing a few earlier skates and hockey sticks, and a similar number of the most modern ones. Here would be a contrast. The old strap skate, and the present hockey flier, and the old hockey club, which used to be fixed up by the player himself to suit his own views after it came from the makers, and the well finished balanced article that is turned out to-day. Such a display, combined with the intelligent talk of a salesman would command great returns. Enough weight is not placed upon selling points by the merchant. Sporting goods above anything else require intelligent selling. A good sportsman is the most easy man to talk to, and he is always prepared to buy a better article than he originally intended, if the advantages of the higher grade article is put to him convincingly.

New Noiseless Firearm.

The attention recently devoted to devices for the purpose of diminishing the report accompanying the discharge of firearms, has brought into notice several inventions for this purpose. It appears that one of the latest systems announced, which was adopted by a French gunsmith requires the use of a special wad in the cartridge and the formation in the gun barrel of a choke somewhat more pronounced than the ordinary full choke. The wad in the cartridge is apparently intended to take the place of the felt. It is made of cork and its contour is covered with helicoidal grooves. In use, this cork wad, acting in the ordinary manner as a piston, drives forward the shot and expels it, somewhat concentrated by the choke, from the muzzle. The cork wad, instead of being drawn out, is expected to stick in the choke. The gases, after being thus literally corked up in the barrel, escaped slowly by the helicoidal grooves. In this way the report is suppressed, the recoil nullified and smoke prevented. After the shot has been fired the cork is left in the muzzle. As the inventor says, it can then easily be removed by pressing it with a stick, the compression which it has undergone in the choke and the subsequent passing of gas through the grooves enabling it to drop down to the breech whence it may be removed with the spent cartridge shell.

Business Methods of Canadian Hardwaremen

Airship Window Display of Christmas Novelties—Useful Presents Becoming More Popular—Encourages Clerks to Read—Practical Method of Displaying Metal Polish—Keep the Delivery Wagon Painted.

AN AIRSHIP WINDOW.

Chatham, Dec. 7.— Santa Claus travelling via airship is the theme of one of a number of interesting Christmas hardware displays being put on by Westman Bros., and of which Ed. Rawlings is the designer. The window represents a house top on Christmas night, the slanting roof rising from front to back of the window, a white cheese-cloth, which covers, not only the roof, but the entire flooring of the window, very neatly representing snow. The red brick chimney — Santa's entrance — is also shown, while a snowfall is represented by bits of cotton batting strung from the top of the window by means of fine threads, while the crescent moon and stars are shown upon the pale blue curtain, which forms the background of the window. Just above the roof is suspended Santa in his airship. The airship, which is more along the lines of a dirigable ballon, is constructed of articles of tinware, the "car" being a large clothes basket suspended by means of clothes line from the ballon itself. In the car sits Santa Claus, with a liberal supply of small Christmas novelties and toys about him, similar articles being sprinkled about the floor of the window. The slanting roof gives good opporunity for a display of cutlery.

Quite an ingenious hunting window is being put on this week by E. C. Brisco, sporting goods dealer. The floor of the window is covered with sod and long grass, interspersed with numerous pine branches, planted to represent small trees. Amid these are scattered "dummy" rabbits. In one corner of the window is a life-size dummy, representing a hunter, seated on the ground, dressed in hunting costume and armed with a rifle. His open cartridge box is on a stump beside him. During the last few days attractiveness has been added by the introduction of a couple of lively brown rabbits. The window is one which has atracted a great deal of notice. A dummy dog accompanies the hunter.

V. L.

USEFUL PRESENTS POPULAR.

Brantford, Dec. 4.—The tendency towards the abandonment of the giving as Christmas "presents" of generally something frivolous and entirely useless, has been felt for some time. This is a good thing for the hardware dealers, for the tendency is to give something useful, and local dealers are stocking up on articles calculated to appeal to sensible persons. What more dainty or useful a gift could be found than a brass or copper chafing dish, or alcohol lamp for heating a cup of coffee without a wasteful expenditure of coal or gas, and with minimum of discomfort?

Turnbull & Cutcliffe, Colborne St., hardware dealers, are booming goods in this line, as well as cutlery of all kinds. Watt & Squire have placed in view in their main silent salesman a fine assortment of gilt clocks, eminently suitable for Christmas gifts.

A. W.

ENCOURAGE CLERKS TO READ.

Fredericton, December 1.—Every merchant should be enthusiastic over the education of his salesmen and salesladies. It is the duty of all to assist them in every way possible, as a Charlottetown hardwareman is doing. He sees that his salesmen read good trade literature and hands them over Hardware and Metal as soon as he has finished with it. He thoroughly believes in an education on trade subjects, and whenever he has the opportunity he takes up such questions with his salesmen, in what might be termed a "miniature convention." To encourage them in their work he frequently adopts their suggestions in his business methods.

BRIGHTEN DELIVERY WAGONS.

Toronto, Dec. 6.—There is no better advertisement a merchant can have than to keep up the appearance of his delivery systems. A hardwareman, for instance, who sells paint, sets a poor example if he does not have his wagon or sleigh nicely painted and lettered. A smart delivery outfit outside the door gives a prosperous appearance to a firm. Now that the winter is approaching, sleighs will soon be used extensively, and if painted and lettered will be a far better advertisement for the hardware store than if a coat of paint has not been applied for a number of years. Get them out now and give the painter a chance to do good work and allow the paint to dry before using.

"CLEANSER" DISPLAYS.

Chatham, Dec. 1.—There are a number of good cleansers on the market, which can be used for cleaning glass, metal articles, etc. Here is a window design which takes but small space and yet clinches the point most effectively. It can be used for one of those little "corner" windows, where there are only a few inches of space each way.

Pile boxes or cakes of the cleanser in the bottom of the window. Then take a metallic article of some kind—a kettle is a good thing—and clean a portion of it till the metal glistens. Put it that way, half cleaned, in the window. Put price tickets on the preparation; also an advertising card with catchy wording, as, for instance, "—— will finish this in five seconds," or, "It feels good to be cleaned with ——."

The half-cleaned kettle is a better advertisement than one entirely cleaned. The contrast makes the work of the cleanser much more effective.

KEEP THE WINDOWS CLEAN.

Moose Jaw, Dec. 9.—Many particular people measure a merchant's importance by his appearance and that of the store. To cater to this class, therefore, the first requirement is to clean windows. While it is seldom a woman purchaser will mention it, she usually notices whether the windows are clean or not. If they are, she will likely take it for granted that the interior is similarly treated. A Moose Jaw hardwareman has definite ideas along this line. "I know it brings trade," he says, "and our entire store is as clean as the windows."

ADVERTISING EXPERIENCS.

Kingston, Dec. 8.—"Advertising in the daily papers is a good investment, provided you have a well-written advertisement, and have mention made in it of the articles for which there is a demand from time to time. Some merchants will leave in the same old advertisement in a paper until a reader gets tired of seeing it. There is no money in an advertisement of this kind. You might just as well not take space in the paper at all," said a successful Kingston hardwareman the other day.

"How about advertising out on the country roads—this is, the tacking up of signs on the posts and fences, and the painting of barns?"

"That kind of advertising is now a thing of the past. Farmers are tired of reading signs on the roads—in fact, they have been looking at them for so long, that I believe that now they hardly see them, that is, to notice what they say."

"One of the very best ways to advertise for the country trade," he added, "is to get out to the country fairs. We have lots of them in the Kingston district, and I have found that it pays. Of course, in the fall of the year, we are always booming our stoves, and I made a number of sales as a result of my visit to the fairs. And the beauty of it was that it was not very expensive. I did not take out the stove with me, for exhibition, but instead, I had some bills printed, setting forth the article I had with the prices, etc., and in this way, I was able to do business. If I could not make a sale, I would at least get them to promise to call at my store, when they came into town, and this gave me another opportunity to show them what I had."

E. G. B.

What the skillful clerk does is to build confidence by qualities that radiate helpfulness, giving clear ideas about the merchandise through an expert knowledge of it, at those points where the customer's mind needs aid to reach a decision.

Arrangements for Hardware Convention at London

List of About Thirty Manufacturers who have Reserved Space for Exhibits at London During the Convention—Rules which are to Govern the Exhibits—Mutual Insurance to be Discussed at the Convention.

Canadian Wholesale Hardware Association—William Starke, Montreal, president; S. H. Alexander, Hamilton, vice-president; W. J. Lawson, S. R. Kennedy, Toronto; A. Jeannotte, Montreal; A. Prudholme, Montreal, and Joseph Lemieux, Quebec, directors; James Hardy, Toronto, secretary-treasurer.

Maritime Wholesale Hardware Association — W. S. Fisher, St. ohn, president; Percy Simmons, Halifax, vice-president; F. R. Murray, St. John, secretary-treasurer.

St. John Hardware Merchants' Association — John A. McAvity, president; W. S. Clark, secretary.

British Columbia Hardware Dealers' Association.—W. C. Stearman, Vancouver, president; H. T. Kirk, New Westminster, vice-president; G. Blakely, New Westminster, H. Martin, Vancouver, and W. R. Owens, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

Winnipeg Retail Hardware Association. — Charles Mulvey, Winnipeg, chairman; J. E. McRobie, Winnipeg, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association.—D. Brocklebank, Arthur, president; A. Ballantyne, Brantford, first vice-president; M. S. Madole, Napanee, second vice-president; John Caslor, Toronto, treasurer; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; H. P. Morgan, Peterboro; J. S. Weichel, Elmira, and J. R. Hambly, Barrie, executive committee; Weston Wrigley, 10 Front St. E., Toronto, secretary.

Toronto Retail Hardware Association — Samue Pearsall, president; Joseph Harding, secretary.

Ottawa Retail Hardware Association—R. Mulhall president; J. G. Cowan, secretary.

LAYING PLANS EARLY.

A. M. Hunt, secretary of the local committee making arrangements for the entertainment of retail hardwaremen who visit London during the convention next February, reports that plans are being made early to look after from 350 to 400 visitors. He also states that a number of London manufacturers of hardware are already preparing exhibits for the "Made in London" show.

Increased interest is also reported by the secretary of the Ontario Association, he stating that the only difficulty he anticipates is the provision of space for all the manufacturers who desire to exhibit. About thirty spaces have been sold without the issuance of a general circular to manufacturers.

The program mapped out ensures a profitable meeting for all retailers who attend.

LIST OF EXHIBITORS.

The following is a list of manufacturing concerns who have reserved space in the Retail Hardware Association's Exhibition at London up to December 10.

Supreme Heating Co., Welland, ranges.

Thos. Bryan Ltd., London, brushes.

Pittsburg Perfect Fence Co., Hamilton, wire fence.

Oneida Community, Niagara Falls, (two spaces), silverware and hardware.

Brandram-Henderson Co., Montreal, white lead and paints.

Dowswell Mfg. Co., Hamilton, washing machines.

Gendron Mfg. Co., Toronto, woodenware and bathroom fittings.

Wood Specialty Co., St. Marys, woodenware.

Canada Paint Co., Montreal, white lead and paints.

Johns-Manville Co., Toronto, roofing.

Metal Shingle & Siding Co., Preston, (two spaces), metal roofing.

Imperial Varnish & Color Co., Toronto, varnishes and colors.

Gillette Safety Razor Co., Montreal, safety razors.

Bowser Oil Tank Co., Toronto, oil tanks.

Findlay Bros., Carleton Place, Ont., ranges.

Northern Aluminum Co., Toronto, sheets and cooking utensils.

Metallic Roofing Co., Toronto, metal roofing.

F. W. Bird & Co., Hamilton, roofing.

Carborundum Co., Niagara Falls, sharpening stones.

Standard Paint Co., Montreal, roofing.

Lufkin Rule Co., Windsor, measuring devices.

Sherwin-Williams Co., Montreal, paints.

Brantford Roofing Co., Brantford, roofing.

Gurney, Tilden Co., Hamilton, ranges.

Burrow, Stewart & Milne, Hamilton, ranges.

D. Maxwell & Sons, St. Marys, washing machines.

Moffat Stove Co., Weston, ranges.

In addition to the above twenty manufacturers of hardware store fixtures and makers of hardware in the city of London will have exhibits in the "Model Hardware Store" and the "Made in London Hardware Show" in the arcade below the City Hall auditorium, where the Hardware Exhibition is to be held.

RULES OF EXHIBITION.

To ensure equitable treatment to all exhibitors the following rules are made conditions of each agreement to exhibit at the Hardware Exhibition, to be held in the City Hall, London, during the fifth annual convention of the Ontario Retail Hardware and Stove Dealers' Association, Feb. 8, 9, 10 and 11, 1910.

1. All exhibits must be in place by Tuesday noon, Feb. 8. Hall to be open for the placing of displays Monday, 8 a.m. No space to be sublet without consent.

2. Exhibition hall to be open Feb. 8, 9, 10 and 11, from 12 noon to 11 p.m. Hall to be closed during morning sessions of convention.

3. Admittance to exhibition hall to be by badge or pass supplied by Exhibition committee. Public to be admitted Wednesday night on passes issued through London retail hardwaremen.

4. Booths to be enclosed in framework, 7 feet high by Association Committee. Red, white and blue material to be used in separating booths.

5. Exhibitors to provide any stands or shelving required for displays. Chairs can be secured from caretaker. No signs, etc., put up by exhibitors to be over eight feet in height. Hall is well lighted and ventilated.

6. Goods on exhibition are at owner's risk. Packing cases can be stored under cover in rear of hall.

7. Names of cartage companies, carpenters, sign writers, etc., can be secured on request from A. M. Hunt, secretary, local committee, 425 Richmond Street, London.

8. Manufacturers are requested, wherever possible, to have their representatives ask for convention certificates when purchasing railway tickets to London. In this way a single fare rate will be assured both exhibitors and retailers. Write name on certificate and hand to secretary at convention. A fee of 25c is charged by railroads for viseing each certificate.

9. Charge for space in Exhibition Hall is payable in advance. Exhibitors who do not remit by mail before convention must pay treasurer on Tuesday, the first day of the convention. Exhibition business is on a strictly cash basis.

10. All complaints or suggestions regarding this or future exhibitions should be forwarded through a committee of exhibitors. We suggest the formation of such a committee so that exhibitions can be conducted in a manner mutually beneficial to the manufacturers who exhibit and to the members of the association.

WESTON WRIGLEY, Sec.
10 Front St. East, Toronto.

PLAN WHICH INCREASED TRADE.

"The extent to which small suburban retail stores will go to vie with their larger down-town competitors is sometimes quite marked," says an observer in System. "There seems to be a greater desire than ever to please the casual buyer, who cannot find time to go down town.

"The woman proprietor of a little notion shop in the suburb of a large city furnishes a good example of this kind of enterprise. Her stock is rather limited, so that her customers are sometimes unable to get what they desire. In a case of this kind the proprietor lends her personal services to the shopper by leaving the store in charge of a clerk and going downtown in person after the desired goods. This service she gives free of charge, adding to the price of the article the actual carfare spent for the trip.

"Where a shopper is unable to go down town on account of children or lack of time, this kind of service is of great value. The woman proprietor has in this way built up a permanent trade among a large portion of the women in the suburb, and her sales are constantly increasing."

HARDWARE AND METAL

Established 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - - - 511 Union Bank Building Telephone 3726

LONDON, ENG - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

VANCOUVER, B.C. - - - - - H. Hodgson Room 11, Hartney Chambers

FRANCE - - - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf ; Orell Fussli & Co., Zurich

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Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

GOOD NEWS FOR TRAVELERS.

Commercial travelers will no doubt be gratified at the announcement of Hon. Mr. Hanna, the Ontario Provincial Secretary, that hotels throughout that province are to be standardised.

If there is one thing which tends to make the life of the commercial traveler miserable it is the condition of many of the hotels in which he is compelled to live. Accommodation in many instances, scarcely deserves the name while sanitary conditions are often vile.

Mr. Hanna says that standardization will be complete by the end of the year and that hotel keepers who do not keep their houses up to the standard will be deprived of their license.

It is to be hoped that the Provincial Secretary will see that the instructions are carried out to the letter of the law. The task will be by no means easy, judging from the indifference which has often characterized hotel keepers in the past in regard to government regulations. The situation demands drastic treatment, and strong and prompt enforcement of the regulations. There must be no winking at infractions of the law. Unfortunately this has been the weakness in the past. It has not been the absence of regulations. It has been the weakness of officials. Possibly stronger regulations may produce stronger officials.

As Mr. Hanna is a man of forceful character we may confidently expect that he will put some of the same qualities into his inspectors.

Commercial travelers can themselves materially assist in the enforcement of the regulations by reporting to the Department any infraction thereof. Their health as well as their comfort demand they should do so.

CANADIAN TRADE GROWING.

Of the several national issues touched upon at the banquet of the Montreal branch of the Canadian Manufacturers' Association none was more significant than the reference made by the Hon. L. P. Brodeur, Minister of Marine and Fisheries, to the great development of the trade in Canada. His remarks in this direction were short. In fact he practically confined himself to figures—but they were figures which were more pregnant with importance than columns of small talk. Mr. Brodeur showed that the manufactured goods of Canada had increased from $221,617,773 in 1871 to $718,352,603 in 1906, the increase from 1901 to 1906 being at the rate of 66 per cent., while the exports of manufactured goods had increased from $4,161,282 in 1888 to $28,507,124 in 1908, more than doubling in the last ten years.

Thus in cold figures can we see for ourselves the signal advancement that that has occurred in those branches of commerce that can alone make a country prosperous and confronted with such figures the extreme pessimist must feel no fears.

And what about the foreign capitalist? No question of sentiment influences him. What he wants is a guarantee that his investment is reasonably protected, and what better protection can he have than these figures. Reports from experts who travel through the country giving glowing accounts as to the evidences of prosperity on every hand, are all very well. But give the foreign investor figures, and he is more satisfied. Just think of it. Exports have more than doubled in the last ten years—a period when the competition of nations was never so severe. Canada is young in the game. She is diffident; she has not yet realized her own strength; and therefore she is handicapped when competing with the older nations. But these figures show the great fight that she is making. They show that her manufacturers have not only nerve, and skill, but they have quality—and it is quality that tells in the long run.

And if we have this signal development in the last ten years, what can we reasonably expect from the next ten years. We are not unduly flaunting our virtues when we say that the eyes of the world are watching our progress with interest, if not with jealousy.

Factories are springing up on every side, foreign capital is flowing in to get a better and safer percentage than it can get elsewhere, and representatives of our great manufacturing houses are penetrating into fresh fields in other climes. Like a gradually awakening octopus our tentacles are spreading across the seas, while at home our progress is even more rapid. Vast railway development is going on, thousands of acres of virgin ground are being broken up yearly by the great stream of immigrants, while with mushroom-like rapidity, factories, mills, furnaces, and machine shops are springing up on every hand. Every class of the world's industries is being tackled, and before long Canada will be practically self contained.

Mr. Brodeur instanced another great industry which Canada can now set herself out to conquer, and that is shipbuilding. When it is considered what shipbuilding means to Great Britain, how it has been one of the great levers which gave to her the world's mastery in trade, it can be understood what a growing shipbuilding industry would mean to Canada. And it is not impossible—in fact there is no reason why it should not be a certainty. As Mr. Brodeur said, with all this development of manufactures, and the improved water routes, the time is most opportune for a revival in the shipbuilding trade, which it must be remembered in the days of the wooden ships had been an important one. Our iron and steel industries have so increased, —do we not "send coals to Newcastle" by supplying the Mother Country with rails and other materials —and our capacity to design and build so developed, that the time for entering the shipbuilding industry had come again. And we must seize the opportunity. Mr. Brodeur said, "a Canadian navy is to be built very soon — why should it not be built in this country?" There is no doubt that such a step would give a great impetus to industries generally, and be of far reaching importance to the commercial strength of the country.

Thus have we on every side evidences of the great prosperity awaiting us. Merchants can go ahead with their everyday's work with confidence. They can plan improvements and developments to their trade secure in the knowledge that their country's prosperity is assured. With what better spirit can any country enter upon a new year than can Canada at the present time?

Get the new thing ahead of the other fellow and make money on them. Frequent change of the arrangement of your show cases gives the effect of new goods received. The same old arrangement, month in and month out, no matter how many new goods, looks like the same old stock.

TRADE PAPER SUPPORTS FIRE INSURANCE MONOPLY.

The Western Canada Trade Gazette, Calgary, published in the interests of the wholesale and retail trade, in its December issue gives its first two pages of reading matter to the Fire Underwriters Association, and the All-Canada Fire Insurance Federation, the two organizations which are endeavoring to amend the Insurance Act adopted by Parliament last winter in such a manner that the Canadian companies will obtain a monopoly of the fire insurance business in Canada.

In other words, the insurance companies want to force all Canadian premium payers to first offer insurance to all licensed companies without regard to the amount they decide to accept or to their record, resources or standing, and upon their own terms and conditions. What this means can be understood when it is remembered that companies transacting 88 p.c. of the fire insurance business, as reported to the Dominion Government, are bound hand and foot by the rates, rules and conditions of the Canadian Fire Underwriters' Association, and it is manifest that the enactment of any such legislation as desired will not only develop the practical monopoly now existing, but will also strengthen and reinforce a combine, which, even as it now stands, is unique in its power and ramifications.

The Trade Gazette in publishing these articles favoring the fire underwriters, without commenting editorially or saying a word regarding the interests of the premium payers, must have done so without realizing that the interests of the manufacturers, wholesalers and retailers are on the side which will make it possible for them to get the maximum of insurance for the minimum of cost, reasonable security, of course, being assured. The Trade Gazette, in its January number, will correct its position and speak in "the interests of the wholesaler and retailer," or mercantile interests in Alberta must consider it as being published in the interests of the fire underwriters combine.

A resolution passed by the Alberta branch of the Fire Insurance Federation is published in the Trade Gazette, and it is stated that the signatures of all fire insurance men in the district are being sought for presentation to M. S. McCarthy, M.P., for Calgary and Senator Lougheed, Calgary, in order that they may present the resolution and signatures in Parliament and Senate.

The Trade Gazette, or some other concern or individual desirous of protecting the interests of wholesalers, retailers and buyers of fire insurance generally, should put in circulation a counter petition to be presented by Mr. McCarthy, M.P., and Senator Lougheed, pointing out that the interests of all premium payers are opposed to the further entrenchment of the insurance combine.

"Because of the combine," says the Committee of Premium Payers of Canada, an organization formed by representative business men in all parts of Canada, including P. Burns, one of Calgary's best known citizens, "rates are excessive and insurance required to reasonably expedite large business transactions cannot be obtained. Necessary and very desirable forms of insurance in the proper conduct of business are not procurable, and on the other hand, conditions are imposed by the Licensed Companies which are not required by other offices, and the operation of which entail additional burdens upon the Premium Payers of Canada. Other insurance than can be obtained in Canada is therefore most desirable, and in many cases, absolutely essential, and the Premium Payers want the Insurance Act to provide the means whereby the right of private contract outside of Canada, now an inalienable right of the citizen, may be carried out, and the co-incident requirements of inspection and adjustment of losses within Canada not interfered with. The Premium Payers do not wish the Insurance Act to lower the bars whereby unlicensed insurance companies would be permitted to canvass or solicit business in Canada, to advertise or open offices in the country, but they strongly protest against any legislation which will restrict their right of contract, by imposing penalties on the individuals who will perform in Canada, the acts incident to that contract, as for example, the inspection of a risk or adjustment of a loss."

Hardware and Metal again urges manufacturers, wholesalers and retailers to write the M. P. and Senator representing their district, urging them to protect the interests of the vast number of insurance buyers. Petitions signed by the retail merchants in each town or city, or endorsed by the various Boards of Trade throughout the country should also be sent to the local M. P. and Senator for presentation when the matter comes up in the Senate after the Christmas holidays.

Any readers who desire further information as to the operations of the insurance laws as they affect premium payers can be informed by writing the secretary of the Committee of Premium Payers of Canada, 113 Board of Trade Building, Montreal.

PRACTICAL SELLING SUGGESTION.

An evidence of the good results of Ontario hardware merchants meeting together and discussing trade matters is the suggestion given by Russel C. Chown, a member of the executive of the Ontario Retail Hardware and Stove Dealers' Association, in the following letter:

Editor Hardware and Metal,—At the present time the ruling price on ordinary 7-inch stove pipes throughout Ontario is 10 cents per length. Stove dealers as a general rule sell taper stove pipes which fit the collar of a range or heater at the same price, but as these pipes are generally made up in different sizes one at a time, they cost considerably more than the ordinary stove pipe.

Dealers, if they stop to figure the cost of iron and the time of making, will find they are selling them at a loss when selling at 10 cents per length.

The Tinware Association's price on these taper pipes to retail trade is $1.50 per doz. or 12½c each, so it is readily seen that they realize they cost more than the ordinary stove pipe. We have advanced our price this year to 15c each, and we have had no trouble in getting this as our customers know they are a special pipe and expect to pay a little extra for them.

My desire in writing this letter is that other dealers will advance their price on this line, so that they may feel satisfied that they are selling taper pipes at a fair price when selling them at 15c each.

Mr. Chown's suggestion is timely and should be generally adopted as every article sold should carry a fair profit in order to cover the cost of the article and the general cost of doing business.

Too many merchants take the cost price of an article and feel that in adding ten per cent. to the cost they are making that margin of profit. Then they wonder at the end of the year why they are not able to show a balance to the good. To ensure a profit a percentage must be added to the selling, not the cost price, the cost being the invoice price plus the average percent. it costs to do business, paying rent on the building interest on capital invested, salary to merchant, wages and general expenses.

Hardware and Metal will gladly give space to similar suggestions or to comments by readers on Mr. Chown's suggestion.

The man who "gets there" is not always the one with the most brains, but the one who knows how to use what he's got.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advance of ½c.
Sheet Zinc—Advance of 50c.

Toronto.

White Lead—Up 10c.
Tin—Advanc of ½c to 1c.
Sheets and Plates—1910 prices up 10c.

MONTREAL.

December 10.—With the big jump in tin in the primary markets during the week, local prices advanced ½c and average jobbing lots could only be obtained at 34c. Sheet zin made its long anticipated advance, and 5-cwt casks were quoted at $6.75 and part casks at $7. No other changes were made, although the tone of the markets reflecting the general conditions outside has been firm. There seems to be a feeling that the markets are in for a period of stiffer prices all the way round.

Trade generally has undoubtedly fallen off, but for December it is very good, in fact, better than last year. Fair orders for tin and copper were received, and the stiffening in tin stimulated inquiry. Great interest continues to be taken in the copper situation, and the manipulation across the border is watched carefully. Heavy buying would follow any decided increase of strength to the markets. Lead is about the same, the market continuing without any special feature. There is no let-up in the pressure on Canadian iron furnaces. New business continues good, while the difficulty in clearing off old contracts is as great as ever. For the present imported trade is quiet, but users are already figuring on paying the extra winter freights owing to the inroads being made on their stocks.

All the way round stocks are not heavy, and prospects look healthy for steady business, while if the primary markets take a turn for the better and show pronounced stability, much more business would be stimulated.

PIG IRON—Canadian furnaces seem to be getting more behind hand than ever with old business, and there is little falling off in new orders. The output is mortgaged for months ahead, and users are figuring on providing for requirements for the whole of next year, so as to be on the safe side as much as possible. Prices are firm, ordinary foundry grades at furnaces commanding $20.50 and best steel iron, $21.50. Ex-store prices are now demanded for imported pig and inroads are already being made on the stocks. It is anticipated that winter freights will have to be paid by users as they see a short life to the stocks that they laid in during the last days of navigation. We quote: Summerlee, soft, $20.50; Selected, $21; No. 1, $21.50. Middlesboro, $19.50. Conditions in the Old Country are quiet, and although prices are being well held, especially Scotch grades, business is not so good as it might be. While new business in the States continues to get quieter. Deliveries on old contracts are more behind hand than ever. There is good buying on finished products, and mills are careful to see that orders are not taken in excess of consumers' requirements.

TIN—With the strong jump taken by the English market during the week, local prices were advanced ½c, and fair orders were taken at 34c. Business has undoubtedly fallen off since the close of navigation but it is still very good. Inquiries have been fair, stimulated no doubt by the advance in quotations.

COPPER—Copper is unchanged from last week, although slightly firmer in sympathy with New York. Business is quieter than it was, but is still above that done at the corresponding time last year. The trend of events in New York is being carefully watched, and the first sign of any decided change in the situation by any agreement between the producers would cause much stronger buying. But for lack of confidence in the gardmetal, buying would be much better now. Very little stocks are being carried and any strong advance in prices would place users in an awkward position. While awaiting developments regarding the merger and the trust laws, the markets have been showing some reaction from the free buying lately in evidence, but all the same the general tone has been firmer.

SPELTER—The spelter market continues very firm, in sympathy with the strong primary markets. No change in prices are announced although an advance seems likely. Business is fair, but like the other metals reflects the closing of navigation. As anticipated sheet zinc has been advanced 50c. There is no check to the strong control on spelter both in London and St. Louis, and prices are well maintained.

LEAD—Imported and domestic lead is unchanged. Trade is moderately good. The English market seems to be losing ground again. Lead, like copper, is suffering from too much metal in sight.

SCRAP—The market is unchanged, with buying a little freer. We quote: Heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass, 10c; heavy yellow brass, 8c; light brass, 6½c; tea lead, 2¼; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, 12c; machinery cast, malleable, $9; miscellaneous steel, $7.00.

TORONTO.

December 10.—While the metal business in the east, across the border, and in England is reported to show a lessening of demand, in Toronto the market continues to show briskness, and the passing week is good and fully equal to any recent week. There is more firmness shown, too. The close of navigation both on the lakes and in the St. Lawrence has naturally increased the freight rates, and this has made for a likelihood of higher prices. Iron and steeel are strong, though quotations are unchanged; tin has gone up from ½ to 1c; and sheets for 1910 are quoted at an advance of 10 cents a hundred. The other metals show no changes, but buying is as strong as ever.

PIG IRON—Foundrymen just now are in an independent position. Buying seems to be as heavy as ever, at least buyers are as numerous as ever. Outside consumers, however, are said to have let up somewhat, which has allowed the iron men to take a slight breathing spell. Stocks are exceedingly low and orders at present on hand are sufficient to take everything in sight. There is ample business in sight to keep the furnaces running at capacity during the winter. The larger users have fairly large supplies. Prices while firmer are unchanged from last issue. Some new imported irons are offered. Glengarnock is $23.50; No. 2 Summerlee is $23; Canadian foundry is $22; Cleveland, No. 1 and Jarrow is $21.75; and Middlesboro' No. 3 and Clarence is $21.

TIN—This metal is higher this week both locally and abroad. The market seems to be reaching out for the high spots. The local price is now 33c to 33½c for quantities, and advance of from ½ to 1c from 32½c, last week's quotation. Demand is splendid and present buying shows decided improvement over the beginning of December.

SHEETS AND PLATES—Still active trading is being done at unchanged quotations. There has been some fluctuation in galvanized sheets, but the new figures for 1910 has made the situation stronger, with a consequent elimination of cutting. Next year's figures show an advance of 10 cents a hundred over current quotations.

LEAD—Increasing sales during the week has tended to make lead prices firmer, and while quotations are unchanged it is easier to obtain the prices now ruling than for some few weeks. Imported lead is at $3.65 and Trail is at $3.55.

SPELTER—Foreign spelter at $6 and U.S. at $8 to $8.50 continue to be the ruling prices of spelter. Demand is as active and steady as has been the case all fall. Sheet zinc in 5-cwt casks is at $6.75, and part casks, $7.

COPPER—The red metal situation is rather improved since a week ago. It is firm in price at 14c for casting and 14½c for lake ingots. Consumption is proceeding at an increasing rate, but production is yet enormously high.

OLD MATERIAL—As with the newer metals, scrap makes a good showing this week from a business point of view.

Prices, though, are unchanged. Heavy copper wire is 12c; copper bottoms, 11c; heavy red brass, 10½c; heavy yellow brass, 8½c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubber, 9c.

HARDWARE MARKETS

MONTREAL.

December 10.—There has been a good healthy movement in all lines during the week, and the aggregate volume of business has been much greater than that done at the same time last year. While cutlery and silverware, skates and hockey sticks seem to predominate, there is a good general assorted trade moving

The weather has not been in favor of the country trade. Owing to the lack of snow sleighing has been bad, and this has kept the farmers confined to their farms. On the other hand the mild weather has helped the builders, and in consequence builders' hardware has been selling well. Sporting goods, especially skates, hockey sticks and snowshoes are in strong call, and a shortage in skates seems pretty well assured. A new list price on loaded shells is to be issued.

Booking is still quiet, little moving except green wire cloth and screen doors and some poultry netting. A good tone, however, is reported on every side, and it is expected that when once the holiday trade is over, the travelers are on the road again that very heavy business will follow. There is no doubt that stocks in dealers' hands are very light indeed.

BUILDERS' HARDWARE—The open weather has greatly encouraged building operations, and many houses are in advance of anticipations. The uninterrupted building has naturally been reflected in the demand for builders' hardware, and good trade is reported during the week. No price changes are announced, and we quote: Lock sets (inside) $4 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES—The open weather must have undoubtedly affected trade, many of the country roads being in a bad state for sleighing, but all the same the volume of business moving is very satisfactory, in fact, much better than for the same week last year. Booking is on the quiet side, practically the only movement being in green wire cloth, screen doors, and poultry netting. General assorted lines are, however, moving well for immediate delivery, and there has been a steady call for sleigh heaters, sleigh bells, weather strip and horse blankets. Enamelware is in good demand, and the Northwest continues to buy well. Tinware is also in strong request at generally unchanged prices.

CUTLERY AND SILVERWARE—There is no cessation in the demand for cutlery and silverware, and jobbers are very satisfied with the trade so far. Some repeat orders have already made their appearance, showing that the holiday demand has commenced in many districts. The following lines continue to be the strongest movers, carvers in cases, display cases of table cutlery, coffee spoons, berry spoons, pickle frames, tea and coffee pots, and cut glass.

SPORTING GOODS—The call on skates is undiminished, and a shortage seems to be almost certain. Great inroads, too, have been made upon stocks of hockey sticks. A steady call is noticed for snowshoes, toboggans, and sleds. A new list price for loaded shells is to be issued. Home exercisers and developers, pucks, and straps are also in good call.

MINERS' SUPPLIES—There is a fair demand from Cobalt and other districts, and the market is unchanged. We quote. Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—Buying is very good. The market is firm with supplies in good shape. No changes are announced, and we quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

NAILS—There is a good buying movement in evidence, and the shortage is not unexpected. No changes are reported, and we quote: Wire nails, $2.35; cut nails, $2.40.

LUMBERMEN'S SUPPLIES—Very satisfactory orders were received during the week, and the season is now well on its way. Prices are firm, and unchanged. We quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up, axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up.

WIRE—Wire lines are quiet except for a movement in plain wire and staples. There is some booking in poultry netting. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing. $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

December 10.—The Christmas rush is on with a vengeance, and every hardware jobber states he is pressed to the limit in filling orders. The business done so far this season exceeds that done during the same period last year by about 15 per cent. The quality of the goods moving is also superior. Cutlery and silverware are the principal sellers, but sleighs, iron toys and skates and games are good sellers. The weather has not been very Christmassy so far, but hardwaremen report a satisfactory inquiry.

Builders' hardware continues active, the open season helping on not only the older work, but giving a chance for the commencement of new jobs. All prices are firm,—not a weak spot being at all noticeable. In wire, buying just now is light, but to show the strong position of this line an advance of $2 a ton was made on mattress wire this week. This, of course, does not affect the hardware trade, but it indicates the way of the wind.

WINTER LINES—Satisfactory orders are being received from country points for winter hardware lines. As yet staple shelf goods have the call, but judging from inquiry and some recent sales, sleigh bells will be good sellers this winter. Some first-class lines are offered both in the old patterns and in some new designs. Poultry netting and green wire cloth are yet being booked, but it cannot be said that the quantities placed are very large. The booking season on the whole, however, has been a good one. Snow shovels and sleigh utensils are in fine demand, though few of the centres report as yet any snowstorms of consequence. Some agricultural tools went out this week, but in small lots. Stable supplies, blankets and lanterns had a good week. Lamps and supplies are in fair demand.

BUILDERS' HARDWARE—Especially in the larger centres building continues, and not only are the old contracts being pushed, but new jobs are coming forward all the time. If the open weather keeps up there will be a demand for this line all during the winter. Orders are not now so far behind as they were, but there is sufficient doing to keep hardwaremen busy all their time. Prices are firm and unchanged. Canadian locks and keys are at 45 and 10 per cent.

HOUSEHOLD GOODS—The present is a good season for enamelware. In the city and in the province generally, the Christmas season apparently has made a demand for a variety of enamelled cooking dishes. Tinware, particularly pails and dippers, have gone to the north country in goodly quantity. Kitchenware has been fair, and some of the better grades of housecleaning articles have gone out in satisfactory orders.

SPORTING GOODS—The sale of skates keeps up. That section of Ontario east of Toronto is buying in larger quantities than during recent years, and

demand from the sections north of the city are fully equal to last year at any rate. English exchanges report a better demand for skates over there this season, with a consequent scarcity in sight. Out here some dealers anticipate a similar condition. This will not be an unmixed evil, however, as a number of both jobbers and hardwaremen say they have carried over skate stocks during the past three years. Hockey sticks and supplies and indoor exercisers are selling well just now to clubs and for Christmas presents.

CHRISTMAS GOODS — This is the bright particular line of the week. While it cannot be said that repeat orders are coming in freely, the primary orders are of a good character, both as to amount and quality. Iron toys, dolls' carriages and sleds for children are having a splendid sale, as also are cutlery in individual form and in sets. Silverware, brassware and cut glass are being handled by more hardwaremen this year, but they have not yet become a general hardware line. Table bells, fancy lamps, and a great variety of useful articles in fancy packages are moving. The week's sales have been splendid.

HEAVY GOODS — Cut nails and screws are moving in capacity volume; and iron pipe and bars, too, are very active. Structural steel is at top notch. Nuts and bolts are satisfactory; and wire while moving slower is firm in price.

U.S. METAL MARKET.

Cleveland, O., December 9.—The Iron Trade Review says: As the year draws to a close, the customary slowing up of buying activity in the iron and steel market is to be noted. With the time for inventory-taking at hand, consumers are not showing any especial interest in the closing of additional requirement contracts and the volume of new business being offered is comparatively light when contrasted with the recent heavy buying that has featured the situation.

Despite the decreased activity on the contracting side of the market, there appears to be little falling off in specifications in finished lines of sheets, tin plate, steel bars, shapes and plates. The holders of low-priced contracts expiring Jan. 1 which were made early in the year, or extended through previous arrangements, continue to order heavily against these tonnages on makers' books. The mills are holding buyers to the strict letter of these obligations and are requiring specifications within the time limit, although, because of the congested condition of operations, the deliveries will necessarily be extended subject to the convenience of the manufacturer.

The pig iron market is devoid of interest with scarcely enough new business going to clearly establish the relative strength of prices in some grades.

U.S. IRON MARKET.

New York, December 9.—The Iron Age says: Pig iron production is now at the rate of 31,600,000 tons a year, as against 31,000,000 tons a month ago. The blast furnaces produced 2,547,503 tons in November, a 30-day month, against 2,599,541 tons in October. Steel works furnaces fell off while merchant furnaces made a considerable gain. Returns from Lake Superior ore docks show total water shipments of iron ore of 41,684,000 tons this season; 25,427,000 tons moved last year. This year's movement was 400,000 tons more than the record total of 1907, though the Steel Corporation, on account of the vesselmen's strike, shipped 1,000,000 less this lear than in 1907. The pig iron market is quieter and in Southern iron lower prices are being named for delivery in the first quarter of next year. Basic and foundry irons are weaker in the Central West. Partial reports of pig iron stocks indicate that production has about overtaken consumption. Among new rail orders is one for 25,000 tons for the Harriman lines. In finished material the chief development is the rush of specifications on low priced contracts which terminate with December.

The new Quebec bridge, which will take 50,000 to 60,000 tons of steel, is up for bids. While the steel will probably be furnished by American mills, domestic fabricators are barred by a 35 per cent. duty. On the New York Municipal Building a 25,000-ton contract, bids are to go in soon, but, owing to the long delivery period and the possibilities of price advances meantime, steel manufacturers are not eager to compete.

HARDWARE TRADE GOSSIP

Ontario.

J. H. Young has been appointed salesman in Toronto for the Dunlop Tire & Rubber Goods Co., Toronto.

Mrs. Shore, wife of Thomas Shore, hardwareman, of 115 Rideau Street, Ottawa, died last week in Winnipeg.

Fire did damage estimated at about $8,000, in the premises of McGregor & Reid, plumbers and electric supplies, at Peterboro on Tuesday.

The Dominion Nail & Tack Co., Galt, have moved into their new factory. Wire nails and drawn market wire will likely be made by the company in the near future.

Wm. G. Ballantyne, salesman in the Toronto office of the Sherwin-Williams Co., has gone on the road, in Western Ontario for that concern for the remainder of the winter.

Joseph Lea, general manager of the Canadian Ornamental Iron Works, Toronto, died after a few hours' illness last week at London, England, whither he was attending the consecration of his son as a bishop in Japan. The remains were buried at Birmingham.

The Morrisburg Tack & Mfg. Co. is now a fully organized concern, with Wm. Eager, president; Irwin Hilliard, secretary, George N. Hickey, treasurer, and C. B. Russell, manager. These officers were chosen at a meeting held last week. The company is capitalized at $40,000.

Quebec Gossip.

Joseph Dion, Lake Megantic, Que., has been on a business trip to Montreal.

L. P. Beaulne, Hawkesbury, Ont., has been on a visit to Montreal.

J. L. W. Dessert, tinsmith, St. Guillaume D'Upton, has assigned.

A Lemieux, Henryville, Que., has been staying in Montreal for business purposes.

H. Trudeau, St. Lambert, Que., has been a caller on the Montreal hardware trade.

Henry Coursolle, Avoca, Que., has been calling on the Montreal hardware trade.

Curators have been appointed for the hardware business of J. A. Dansereau, Montreal.

Wm. M. Chamberlin, of the Wright Manufacturing Co., Detroit, whose agents are Darling Bros., Montreal, has been on a visit to Canadian headquarters.

H. S. Cooper, who has just concluded 50 years of service with the Robert Mitchell Co., Montreal, and placed on the superannuation roll, has been presented with a purse of gold, by his fellow workmen.

The D'Israeli Asbestos Co., Que., have placed a contract for locomotives and cars in New York, necessary for their railroad. The equipment is expected in February, when everything will be ready for starting operations.

T. H. Jordan, of A. C. Leslie & Co., Montreal, has returned from a two-months' visit to Western Canadian points and Detroit. Mr. Jordan says that trade is very good in the States, and prospects generally look very healthy indeed.

The Thomas Davidson Co., Montreal, have purchased a block of property adjacent to the works and will extend their plant. The land is at present occupied by dwelling houses, and the price paid was in the neighborhood of $15,000.

Lacroix & Leger, hardware merchants, Montreal, have taken out letters of incorporation, as a limited company, to deal with the manufacture and sale of general hardware lines, paints, and general merchandise. The company is to be known as Lacroix & Leger, Limited, and has a capital stock of $99,500 divided into 995 shares of $100 each.

The Bedford Stove Co. are making extensive improvements to their buildings and manufacturing works at Bedford, Que. They have moved their offices and store rooms into their recently acquired property across the street, which have been fitted up for the purpose, and are remodelling the former offices into a tinshop and show rooms.

H. K. S. Hemming, of the Auto-Strop Safety Razor Co., Montreal, recently delivered a speech at the banquet of the Montreal Manufacturing Jewelers, to the toast of the "maiufacturing interests of Canada." He pointed out that export trade was the only relief apart from the growth of the country in the fierce competition of the manufacturers, and they were neglecting that relief. Mr. Hemming advocated free trade within a protected empire. "Just as we have free trade between our nine provinces and our seven millions of people, we should have free trade between ninety-nine provinces and between hundreds of millions of people. Would you be afraid of your brother manufacturers in England under these circumstances? Do you not think with his market to himself he would have enough to do to mind his own business without cutting into yours?"

Western Canada.

A. M. Campbell, of Campbell & Titsworth, general store, Lacombe, Alta., has purchased his partner's interest in the business.

Stewart & Smirle, hardwaremen and implement dealers, Rosenfeld, Man., have sold the implement department of their business.

TWO TOWNS, SAME NAME.

In Hardware and Metal of December 4, an item published in the Ontario items stated that D. S. Moore, Oakville, had sold his business to Anderson Bros. An error was made in publishing under Ontario rather than Manitoba news, it being copied from Bradstreet's reports. The sale, of course, has no reference to the business of H. E. Moore, Oakville, Ont., who has no thought of selling his business.

ABOUT WINDOW DISPLAYS.

The window display illustration credited to Adamson & Sproule, Orangeville, in Hardware and Metal last week should have been credited to George McDaniel, of the Orillia Hardware Co., Orillia. The display was very creditable to Mr. McDaniel.

Competitors in Hardware and Metal's Holiday Window Competition are requested to state under what conditions the photos sent in were taken. This will assist in giving advice as to which method give the best results.

Doner Bros., Stayner, recently had a hunting scene in their display in which a miniature log cabin with doors and windows were inserted. Small pine trees surrounded the cabin, the head of a deer being seen in the shrubbery.

INCREASE IN MINERAL OUTPUT.

Acording to returns made by the Provincial Bureau of Mines, the output of the metalliferous mines and works of Ontario, for the nine months ending September 30, 1909, was as follows:—Gold, 1,125 ounces, valued at $18,926; silver, 18,751,549 ounces, $9,385,600; cobalt, 427 tons, $79,450; arsenic, 780 tons, $39,221; copper, 5,583 tons, $740,677; nickel, 8,912 tons, $1,921,363; iron ore, 205,262 tons, $473,770; pig iron, 294,698 tons, $4,095,735; zince ore, 785 tons, $8,000. The gross production amounted to $16,762,742, as compared with $12,185,511 for the first nine months of 1908.

From the mines of Coba't there were shipped in all 22,218 tons, of which 20,340 tons were ore and 1,878 tons concentrates, as against 16,855 tons of ore and 480 tons of concentrates during the same period in 1908. The silver contents of the shipments for this year exceeded those of last year by 6,170,039 ounces.

The output of nickel was 1,162 tons more and of copper 309 tons less than during the corresponding period of last year. There was an increase in iron ore of 39,174 tons, and in pig iron of 105,411 tons.

THE CEMENT SITUATION.

The recent merger of a dozen of the larger cement companies of the Dominion into the Canada Cement Co., has been provocative of much discussion. One of the points on which issue has been taken, is the impression that a fairly large dividend has been offered as a bait to sell the stock of the $30,000,000 concern.

The annual output of the merger's nine mills is set down at 4,500,000 barrels. Last year 3,495,961 barrels were produced in the whole country, and in addition 469,049 barrels were imported. Of this amount but 2,665,289 barrels were sold. If these figures are accurate, then there must be some heavy stocks. The United States is also said to have had at the end of 1908 a surplus of some 10,000,000 barrels.

The cost of production is said to be about 80 cents a barrel, but sales are said to have been made this season in Toronto, at 98 cents, and according to rumor, 90 cents. At other points $1.04 and $1.08 were the low prices. Merger men aver that new companies entering the field cut the life out of the business and competitors were forced to meet the cut. Imports from abroad were almost nil, except in some specially freight favored districts.

Portland cement was first made in Canada in 1887, and since 1897 there has been a gradual decrease in price from around $2 a barrel to about $1.15 this year. The City of Toronto paid $1.28 for cement in 1909, bought under contract a year ago, when this year's conditions could not be foreseen. At present the price is $1.40 a barrel, and next year's price quoted to Toronto, is placed at $1.56, about the same price as ruled in 1907.

An advance of 20 cents was expected for next year, but it is now believed that the increase will be between 25 and 30 cents a barrel. Beyond that it seems unlikely to advance, owing to the competition of the independent cement mills, with an annual capacity of 2,500,000 barrels.

Minister of Finance Fielding has also stated that should there be complaints of exorbitant cement prices, because of the merger, the Government will step in and investigate.

McCLARY'S MONTREAL MANAGER.

The McClary Manufacturing Co. have announced the appointment of J. C. Newman, as manager of their Montreal branch, which includes a large manufacturing plant as well as the St. Paul Street warehouse. Mr. Newman, is only 31 years of age, and is therefore a young man for a position of such responsibility. He entered the service of the company in 1893, and remained with it until January of this year, when he became treasurer of the Montreal branch of the Union Mutual Insurance Co., of Portland. The death of Mr. A. A. Brown, local manager for the McClary Co., in August last, created the vacancy which has now been filled, Mr. Newman is a son of T. H. Newman, of Caverhill, Learmont & Co.

HARDWARE PATENTS.

The following is a list of Canadian Patents granted by the Canadian Patent Office on November 9, 1909, relating to hardware and metal, and furnished by Fetherstonhaugh & Co., Ottawa.

121698. J. S. Conrade, Belvedere, Eng.; lock nut devices.

121699. B. H. Montgomery, W. A. Gray, A. Simeon, Toronto; hose reels.

121709. R. Conrader, Erie, Pa.; pumps.

121714. M. Dixon, Pittsburg; ratchet pipe threaders.

121718. R. Feola, New York City; locks.

121723. J. R. Hamilton, St. John, N. B.; combination tools and utensils.

121724. C. H. Hanshue, Beloit, Wis.; stove pipe cutters.

121730. D. J. Higginbotham, Rialto, Fla.; nut locks.

121733. J. Ingells, Muskegon, Mich.; hand clamps.

121735. R. C. Johnston Fort Benton, Montana; combination tools.

121741. I. H. Kinch, Baker City, Ore.; oil cans.

121761. A. M. Parker, Los Angeles, Cal.; sawing awls.

121775. W. L. Sebring, Colorado, Springs, Colo.; seal locks.

121777. P. E. Shortt, Pulaski, Va.; combination tools.

121801. W. Atkins, St. John, N. B.; nut locks and bolts.

Trade News from the Atlantic to the Pacific

Kingston's Good Building Record—Lloyd Harris, M.P., to Introduce Bill to Encourage Formation of Co-operative Companies—Building at Victoria, B.C., Shows an Increase of 56 Per Cent. Over 1908—Seven Millions of New Buildings at Vancouver.

ST. JOHN, N.B.

December 8.—At the annual meeting of the St. John Board of Trade, held on Monday, T. H. Estabrooks was elected president. James Pender gave a very interesting account of his trip to Australia, where he attended the seventh Congress of Chambers of Commerce of the Empire.

The retail hardware dealers are now engaged in making special displays of fancy goods for the holiday trade, and all indications point to a good season's business.

William Heans, for many years in the employ of T. McAvity & Sons, as bookkeeper in their retail office, has accepted the position of accountant in the Enterprise Foundry Co., Sackville, and will enter on his new duties in January. He succeeds A. E. Jubien, who recently resigned to start a brokerage business.

W. E. H.

HALIFAX.

Dec. 6.—The hardware stores of Halifax are now putting on their best displays for the Christmas trade. Fine cutlery is being brought to the front and is being shown in most of the windows of the stores. In fact all fine seasonable lines are being shown. So far none of the stores have made any special attempt to make attractive window displays for the holiday season, that is anything out of the ordinary.

Some of the dealers report that there is an increasing demand for a better class of cutlery than there was some years ago. This is not confined to any particular class of customers, but it appears to be general. The hardware stores of Halifax have always carried good stocks of first class cutlery, and therefore they are able to meet all the requirements of the trade. Despite the fact that the weather is most unseasonable, and that the roads are in a bad state for travel, business on the whole is quite satisfactory and the outlook is favorable for further improvement. Builders' hardware is in good demand, and the sales are reported to be quite heavy for the season of the year. Sheet iron, horse shoes, bar iron and roofing materials are selling quite freely.

The stove dealers say that they are still rushed with business, and that they are finding difficulty in keeping up with the orders that they have on hand. The plumbers also report business in good volume, principally contract work.

J. H.

KINGSTON.

December 7.—Nearly half a million dollars worth of building construction has been undertaken in this city, during the year, 1909. The records go to show that up to December 1, 106 permits for new buildings were taken out. The cost of construction is estimated as follows: New buildings $375,000; rebuilding, $50,500; porches, additions, etc., $22,195; total, $447,695.

R. E. Cushman, representing the Canadian Lead Mining and Smelting Company, has asked the city council for the lowest cash price the city will make for a smelter site. If the price is satisfactory, and exemption from taxes for ten years is given, the company will guarantee to erect on the site, a smelter, and have it in operation in eighteen months after the property is purchased.

John McKelvey, hardwareman, is one of the members of the newly organized company, which has just been granted a lease of the government dry dock here, for twenty years, at a rental of $10,000 per year. The other members of the company are: Alexander McDougall, Duluth, Minn.; Horace B. Smith, Owen Sound; Simon Dyment, Barrie; James M. Smith, Collingwood; Hiram A. Cahin, and W. J. Fair, Kingston. It is expected that within two or three years, 300 men will be employed. At least $50,000 will be spent by next summer, and in a couple of years the company will have a plant worth $150,000.

E. G. B.

BRANTFORD.

December 7.—The Goold, Shapley & Muir Co., which has decided to erect a large new machine shop on Wellington street, will enlarge the capacity of the plant for traction engines, and 60 horsepower engines, it is stated, will be built by the firm.

Port Colborne council has passed a transient traders' by-law, making itinerant peddlers pay a heavy license.

J. B. Holt has taken out a permit for an addition to his store. Other permits include, Sarah E. Murray, dwelling, $1,000; John Grantham, dwelling, $1,200. The Grandview school trusteees will erect an addition to the present school next spring at a cost of $5,000.

The Cockshutt Plow Co. has received an order for 15 carloads of plows to be delivered to points in the Western States by next spring. To cope with this, and other big orders, an immediate enlargement of the plant will be made, to include a 100-foot extension to the moulding shop, and a 100-foot extension to the iron storage room. These are but preliminaries, it is stated, to a building program for next year, to cost $100,000. It is also stated that the Frost & Wood Co., Smith's Falls, may come to Brantford, owing to the recent selling arrangements entered into with the Cockshutt Co., which may result in a merger.

At the annual meeting of the shareholders of the Ontario Portland Cement Co., held here on Wednesday last, the condition of the officers of the company received warm congratulations. Despite many published reports that they had entered the recent combine, they will remain as an independent concern. The officers elected were: President, E. L. Goold; vice-president, W. S. Wisner; John A. Colter, manager; S. H. J. Reid, secretary; A. A. Barrett, treasurer.

The first range manufactured by the new stove firm, The Stanford Steel Range Co., is on exhibition in Howie & Teely's window, and is attracting considerable attention.

Speaking at the Liberal Club on Saturday. Lloyd Harris, M.P. for Brantford, stated that he was preparing a bill which was meant to provide machinery for the incorporation and supervision of co-operative societies. He believed that he had a model bill which supplied the necessary machinery. If a gozen men wish to band themselves together for trade purposes, there was no reason why they should not be able to do so without unnecessary expense. The proposed bill was in the interests of a great many people who had every right to run societies of a co-operative nature, he said. In the past there had been considerable opposition to the provision of adequate machinery for such purpose.

A. W.

OWEN SOUND.

December 6.—The steamer "Acadian" last week left the "Sun" Cement Works with 3,300 tons of cement, the largest load that has left port this season for the Canadian west. The "Acadian" also carried 2,000 tons of wire fencing from the Owen Sound Wire Fence Co. This shipment was also for the Canadian West. This makes a splendid shipment from local industries. G. T. C.

CALGARY.

December 6.—A petition is being circulated among the retail merchants of Alberta praying the provincial government to amend the law in regard to garnishees against wages. It is claimed that the law in force to-day leaves an opportunity to the debtor to render the garnishee inoperative by arranging to collect his wages at short intervals. No objection is taken to the equity of exemption of a certain amount from garnishment so as to permit a debtor to live. The point raised, says the Trade Gazette, is that the law does not differentiate, so far as the exempted amount is concerned, between wages which are earned weekly, fortnightly, monthly or quarterly. At present the amount exempt is $25 out of the amount of wages due at the time the garnishee is served on an employer. Those interested in the peti-

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

GOOD line of hardware wanted on commission for city and country. To commence January 1st. Apply Box 925, HARDWARE AND METAL, Toronto. (49)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

ENGLISH firm manufacturing full line of paints, dry colors, varnishes, etc., desire to secure Canadian agent who has good connection with the Canadian hardware trade. Having direct steamer connection with Montreal, long experience in manufacturing, up-to-date plant and equipment and large output, we believe good live Canadian agent could build up good business for us. We would be willing to advertise the line in Hardware and Metal. Apply, giving agencies held at present, to Box 917, HARDWARE AND METAL, Toronto. (50)

MANUFACTURERS' AGENT with good connection with hardware trade wanted to take hold of first class line of ice cream freezers. State lines already carrying. Box 922, HARDWARE AND METAL, Toronto. (50)

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

TILES—Wanted resident agents to sell glazed tiles, floor tiles, etc., in Winnipeg, Montreal, Quebec, Toronto, Halifax, Vancouver. Apply "Tiles," HARDWARE AND METAL, 88 Fleet Street, London, England. (51)

U. S. MANUFACTURER of hammocks wants to secure good live Canadian agent. State agencies already carried and facilities for covering hardware trade. Box 923, HARDWARE AND METAL, Toronto. (50)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Stove, tinsmith and plumbing business in good Western Ontario village. Water works just going in. Price $2,500. Apply Box 924, HARDWARE AND METAL, Toronto. (tf49)

FOR SALE—Hardware, tin and plumbing business in Western Ontario. Stock $5,000. Turnover $18,000. Fine opportunity to the right party. Box 918, HARDWARE AND METAL, Toronto. (50)

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—First-class stove, tinware and jobbing business, including furnaces, eavetroughing, metal roofing, plumbing, glass and a nice line of hardware. Stock about $3,500. Shop, including house and barn, can be had at a nominal rental. Situated in a thriving Ontario village on a leading railway. No opposition. Above price includes tools, horse and waggonette. Box 927, HARDWARE AND METAL, Toronto. (51)

OLDEST established business in Saskatoon. Possession January 1st, 1910; turn over $30,000; stock about $7,000; lease $110 a month goes with stock, which will be sold at rate on the dollar. S. A. Clark, Limited, 1st Ave., Saskatoon, Sask. (tf)

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

CASH AND PACKAGE CARRIERS — Better and quicker service in your store results from the installation of the "GIPE" system of Cash or Parcel Carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. John Kay Co., Ltd, 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods, and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E, London, Ont. (tf)

TAYLOR-FORBES COMPANY LIMITED, Head Office, Works and Foundries, Guelph. Largest manufacturers of hardware in Canada. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Limited, 8 John St. N., Hamilton. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3.00 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada.

HUMAN NATURE IN SELLING GOODS, by James H. Collins. Perhaps the most interesting volume on the human side of salesmanship that has ever been written. Intensely interesting, not only to those engaged in some form or other of salesmanship, but also to people whose occupations have little to do with selling goods. Mr. Collins is a writer of the first rank and in "Human Nature in Selling Goods" he is at his best. Cloth Binding. Price, postpaid, 50 cents. MacLean Publishing Company (Technical Book Dept.), 10 Front St. East, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 389 Yonge St., Toronto, Ont. (tf)

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

YOU can display your goods to better advantage through the use of up to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED at once. Apply, stating experience and salary expected, Box 926, HARDWARE AND METAL, Toronto. (52)

TRAVELER WANTED by leading Western specialty hardware house, including stoves and furnaces. Give particulars and state if familiar with tinsmithing. Communications held confidential. Box 929, HARDWARE AND METAL, Toronto. (51)

WANTED—Salesman with well established trade in Canada to sell an old and well established line of refrigerators on commission basis. Give full details as to lines carried, references, etc. Box 912, HARDWARE AND METAL, Toronto. (50)

WANTED—An experienced hardware man, capable of taking charge of a business, with capital to buy interest in business. This business is a very prosperous one and is a good opening for the right man. Box 921, HARDWARE AND METAL, Toronto. (51)

WANTED— January 1st, 1910, two experienced hardware travelers for Ottawa Valley. In applying state experience and what section of country traveled. Reference required. Apply by letter or in person to Thomas Birkett & Son Co., Ltd., Ottawa, Canada.

WANTED—By wholesale importing house, first-class salesmen for hardware and similar lines, to cover Montreal and surrounding districts. All references absolutely necessary. None but first-class, experienced men need apply. Box A, HARDWARE AND METAL, Montreal, (51)

tion say it is unfair that of three men, each earning $100 a month, the one earning his wages monthly should have an exemption of $25 a month, while the man earning fortnightly wages should receive an exemption of $50 and the man who arranges for weekly wages should be exempt to the full amount of his $100. It is sought to amend the law to provide that, "a garnishee summons shall attach all wages earned by an employee over and above one dollar per working day for the period during which such wages are earned." It is pointed out that an amendment of that character would greatly benefit retail merchants and be of value to them in the collection of difficult accounts.

VICTORIA.

December 3.—Many changes have taken place in business houses during the past year, old established houses have had to move out to make way for the new, some old firms being compelled to go out of business entirely owing to not being able to secure suitable locations. At the present time several moves of a similar character are going on. J. Sayward has decided to tear down a two storey building on Government St. and build a six storey building on the site. The location is at present occupied by Fox's Cutlery Store, one of the oldest established businesses in the city, having occupied the present stand for over 30 years. Mr. Fox's new store will be over double the size of the present quarters and when fitted up will make a very handsome store.

A 5, 10 and 15 cent store is to be opend up in the city at the beginning of the year. The company have acquired the leases of two stores in the very best business section, these to be converted into one large store.

For the first time this year the monthly building returns show a decrease in the amount of permits taken out. Bad weather conditions have had a detrimental effect. The figures for the month are $56,000, considerably under last November's total. The whole year's returns show an increase of 56 per cent. over last year.

Tenders are being called for the purchase of the stock of the Ladysmith Plumbing and Heating Co., of Ladysmith, B.C. The stock amounts to $2,653.10.

W. B. C.

VANCOUVER.

December 4.—The council of the municipality of South Vancouver has made the following awards in connection with the instalation of its water system: Pump and motor, to be installed, $925, Western Engineering Company, to deliver at least 6,400 gallons of clear water per hour through 7,000 feet 6-inch pipe with a total head of 200 feet; Crane Company, galvanized fittings, $117.13; Terminal City Iron Works, cast iron specials, $2,023.36; Canadian Fairbanks Company, galvanized iron pipe, $2,350.80, also for brass goods amounting to $1,814.68; Robertson-Godson & Company, hydrants, $48 each.

This year is to prove a banner one in building, as already the value of permits for the year is over the total of 1908, and it is expected that for 1909 the total will be at least $7,000,000. For the last two weeks they have been $367,379, which does not take into account the exceedingly large number of buildings that are being erected immediately outside of the city limits proper, but which is practically in the city, for the material is purchased here, and the people trade here. One of the largest buildings proposed is that of the Canadian Brewing Company, which will cost $125,000.

Flat Rate Business Taxation System Recommended

Manitoba Business Men Again Discuss Extra-Provincial Corporations Act—Provincial Government Awaiting Their Decision—Whole Matter Turned Over to Board of Trade.

Staff Correspondence.

Winnipeg, Dec. 8.—Following the verbal agreement between the committee, which had been dealing with the Extra Provincial Corporations Act, and the provincial government to the effect that the act would not be enforced until the government again heard from the committee, the solicitor engaged by the local business men began at once to draft a letter outlining the various grievances and suggesting changes in the legislation.

It was the purpose of the committee to have this letter forwarded on to the government as soon as they could have it sanctioned by the general body from which the committee was appointed. Accordingly a general meeting was called on November 30. Instead, however, of the body endorsing the letter, the men present plunged into a long and spirited discussion over the various clauses of the Act. This fact did not demonstrate that the letter, which was in reality the report of the committee, was not satisfactory, but it did demonstrate that there were a great number present who were not familiar with the Act and were not aware of its far-reaching effect.

The Real Opposition.

Those, however, who had familiarized themselves with the situation enlarged upon a phase of the Act which is a basis, perhaps, for the whole feeling of opposition. This was the system of taxation which the government, according to the Act, intended to bring into operation. The Act states clearly that the taxation would be according to the capital stock of the outside company. This would simply drive away the business which is at present being done by large capitalized companies.

As one speaker, who represents a London firm, capitalized at £20,000,000, said, it would be absurd that his company would continue to do business here for a few hundred dollars per year.

The fact also that the solicitor's letter presented by the committee did not deal with this matter, had the tendency to create a widespread interest in the matter of the basis of taxation.

R. H. Bryce, a dry goods commission merchant, spoke strongly in favor of a system of taxation according to the amount of business the company does in the province. Mr. Bryce, however, did not suggest any method by which the government could get at each company's list of sales in the province. In case this was done each company would have to submit an annual report stating definitely the volume of the business transacted, and this, few companies would care to do. In any case the government could easily be defrauded.

A Flat Rate Proposition.

J. B. Nicholson, a grocery commission merchant, brought forth another system as a basis of taxation. His proposal was a flat-rate scheme such as that in operation in British Columbia. Mr. Nicholson did not stipulate any amount, but he suggested that a tax of $150 yearly might satisfy all companies doing business within the province, and also the government, if the matter was urged upon them.

This was put into a form of a motion by Mr. Nicholson and finally seconded and carried, that the committee's letter be approved and the government approached regarding a flat rate system in addition to the contents of the letter. The meeting then adjourned.

In Hands of Board of Trade.

On December 3rd another general meeting of the Brokers' Association, the Grain Exchange, and the Board of Trade was held for the purpose of delegating a specified body to take up the matter of presenting the petitions passed at the previous meeting, to the Government. Chairman J. B. Nicholson suggested that the Board of Trade should be given the matter entirely as many members of that board were already interested in the question.

It was argued, however, that should the Board of Trade be given the matter to deal with they should not be limited to carry out the motion passed at the previous meeting, namely that the former committee's letter be approved and forwarded to the government.

It was carried unaminously that the Board of Trade be given charge of the whole matter and deal with the Act as it stands and that the letter and all previous suggestions serve that body as information only.

Blessed is the silent man, for he is able to keep the lid on his ignorance.

The world respects a thief more than a dead beat—and you know what it thinks of a thief.

The average man is willing to risk choking if permitted to bite off more than he can chew.

CORRUGATED IRON

We make it—elther painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge, Winnipeg

Wanted

CLERK with four or five years' experience, able to speak French and English fluently. One with window dressing experience preferred. Apply Hockins & Siddons Hardware Co., P. O. Box 1057, Moose Jaw, Sask., with references and salary expected.

(1)

Stephens'

Customers Are Good Customers

Many prospective paint buyers judge by price rather than quality.
You cannot judge Stephens' Ready Mixed Paints bypric e
But there is more of it sold than any other paint West of the Great Lakes.

Don't hold a nickel so close to your eye that you can't see the dollar behind it.

You push Stephens' and it will help in no small degree to educate your trade to buy paint for its effectiveness and wearing qualities rather than for its price.

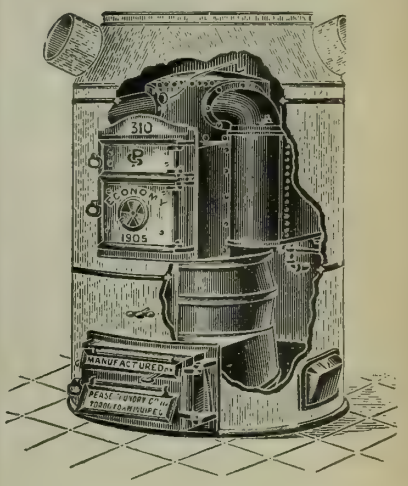
THERE IS SOME CLASS TO THEM

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY

PEASE ECONOMY WARM AIR FURNACES



Are manufactured to sell to the trade for installation in buildings where

Heat Distribution, Fuel Economy and Long Life

are the chief considerations. Let us assist you on your next prospect.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 8, 1909.

The trade this week is largely in specialties and holiday lines. Retailers everywhere have not taken advantage of the Xmas trade opportunities as largely as they should. It is true that staples have been going out well and the trade is in excellent condition, but at the eleventh hour orders are coming in for immediate shipments of such lines as sporting goods, toys and enamel and plated ware. It is just a question of how many orders can be filled and shipped in time for the retailer to have the full advantage of it. In fact those who are not already stocked cannot hope to have the trade that they otherwise would have could they have made adequate displays of the distinctly holiday lines.

Navigation has closed at Fort William and it is reported that it will take some time for all the hardware stocks to be transferred to various points of destination. The shippers' section of the Board of Trade working in conjunction with the wholesale hardware houses are endeavoring to rectify many of the existing evils caused by the rush that is unavoidable prior to and at the close of navigation

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12 $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $3 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

HARVEST TOOLS—50, and 5 per cent.

AXE HANDLES—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

AUGUR BITS — "Irwin" bits 47½; other lines, 75 per cent.

BLOCKS—Steel, 45; wood, 60 per cent.

HINGES—Light T and strap, 65 per cent.

HOOKS — Brush, heavy, per dozen, $8.75; grass, $1.70.

FILES — American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

TINWARE, Etc. — Pressed, retinned and plain, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

IRON WASHERS—Full box, 45 per cent.; smaller lots, 40 per cent.

GALVANIZED WARE—Pails, 40 and 5 per cent. Other galvanized lines, 37½ per cent.

LOGGING CHAINS—5-16, $5.50; ⅜, $5; 7-16, $4.70.

STEEL SQUARE—45 per cent. off new list.

SHOVELS—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

SOLDER—20c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE—Sisal, 9½; pure manila, 11¼; British manila, 10c; lath yarn, 9½c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

BAR IRON—Bar iron, $2.45, Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.45; ⅜, $2.75; ⅛, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½ $20; 3, $26.50; 4, $38; 4½, $50; 5, $48.50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜ $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

WEATHER STRIP—Wood and felt, No. 61, $1.25 per 100 feet; No. 62, $1.75; No. 64, $2.25. Blue felt, 40 cts. per pound.

FITTINGS — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.65; 18, $3.70; 20, $3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 18c; Pennoline 25c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c, Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal. linseed oil, raw, 78; boiled, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4; poultry netting, 50 per cent.

HORSESHOES — MRM and "Bell," $5 base.

HORSE NAILS — MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 per cent.

BOLTS—Carriage, 3-16 and ¼, 60 per cent; 5-16 and ⅜, 4-inch and shorter, 55 per cent.; ⅜ (longer than 4-inch), 50 per cent.; 7-16 and up, 45 per cent; machine, ⅜ and under, 55 per cent.; 7-16 and over, 45 per cent; plow, 45 and 5 per cent; stove, 70 per cent.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozens.

HARVEST TOOLS—50-10 per cent.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 per cent.

SOLDER—20c per lb.

WRINGERS—Royal Can., $38 dozen.

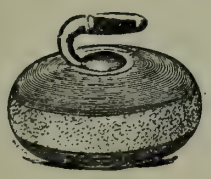
CHURNS—45 per cent.

ROPE — Sisal, 11c per lb.; British manila, 12c; pure manalia, 15c.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Perfection cylinder, 45c; Capital cylinder, light, 60 and dark, 55c; Solar red engine, 32; Atlantic red engine, 30c; Eldorado castor, heavy, 28c; medium, 28c; Ruddy harvestor, 30c; standard gas engine oil, 36c; Renown engine

Genuine "K" Red Hones



We import only this celebrated line of curling stones, which are universally recognized as the best made. The running surfaces are cut by a new process which ensures absolute accuracy and uniformity in play. We can supply in all weights from 36 to 42 lbs. each.—Also curling-stone boxes, brooms and uniforms.

Liberal Discounts to the Trade.

The Hingston-Smith Arms Co.,
Limited
Sporting Goods - Winnipeg

SHERWIN-WILLIAMS
DECOTINT
Sanitary Wall Finish
Ready for use when mixed with Cold Water

Decotint represents perfection in the Wall Finish line today. Manufactured in dry powdered form, it requires only mixing with cold water to be ready for instant use. Decotint, unlike kalsomines, does not rub off on the clothing and on account of its moderate cost permits of frequent changes in interior color schemes at very little expense. It flows well under the brush and dries slowly, thereby giving plenty of time to work one stretch into the other without "laps."

THE SHERWIN-WILLIAMS CO.
MAKERS OF PAINTS AND VARNISHES 741
CANADIAN HEADQUARTERS AND PLANT,
897 CENTRE STREET, MONTREAL, QUE.
WAREHOUSES:
TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



A MARTIN-SENOUR PAINT AGENCY
if fully explained will interest you.
The 100% PURE PAINT will increase your sales.
We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED
EDMONTON - - - - - WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BANK OF MONTREAL

UNUSUALLY LARGE INCREASES IN DEPOSITS REPORTED—MUCH OF THIS BROUGHT IN BY FOREIGN INVESTORS — SATISFACTORY REPORTS REGARDING CROPS AND FOREIGN TRADE.

The ninety-second annual general meeting of the shareholders of the Bank of Montreal was held in the Board Room of the institution yesterday, at noon.

There were present:—Sir Edward Clouston, Bart., vice-president and general manager; Sir William Macdonald, Sir Thomas G. Shaughnessy, Hon. Robert Mackay, Messrs. A. Baumgarten, R. B. Angus, E. B. Greenshields, David Morrice, Hon. J. K. Ward, G. F. C. Smith, Lieut.-Col. Prevost, James Kirby, K.C.; C. J. Fleet, K.C.; John Patterson, Alfred Piddington, George R. Hooper, B. A. Boas, George Durniord, Hugh Paton, H. Dobell, W. H. Evans, G. Scott, H. Joseph and J. Taylor.

In consequence of the absence of the president, Sir George Drummond, K.C.M.G., through indisposition, Mr. R. B. Angus moved that the vice-president and general manager, Sir Edward Clouston, take the chair.

This was seconded by Mr. E. B. Greenshields, and unanimously concurred in, after which it was resolved, on motion of Mr. Hugh Paton, seconded by Lieut.-Col. Prevost: "That the following be appointed to act as scrutineers: Messrs. G. F. C. Smith and George R. Hooper; and that Mr. James Aird be secretary of the meeting."

The vice-president then submitted the report of the directors as follows:

THE DIRECTORS' REPORT.

The directors have pleasure in presenting the report showing the result of the Bank's business for the year ended 30th October, 1909.

Balance of Profit and Loss Account, 31st October, 1908		$ 217,628.56
Profits for the year ended 30th October, 1909, after deducting charges of management, and making full provision for all bad and doubtful debts		1,826,167.74
		$2,043,796.30
Dividend 2½ p.c. paid 1st March 1909	$360,000.00	
Dividend 2½ p.c. paid 1st June, 1909	360,000.00	
Dividend 2½ p.c. paid 1st Sept., 1909	360,000.00	
Dividend 2½ p.c. payable 1st Dec., 1909	360,000.00	$1,440,000.00
Balance of Profit and Loss carried forward		$603,796.30

Since the last Annual Meeting Branches have been opened at Three Rivers, P.Q., Weyburn, Sask., Oakwood, Ont., Moose Jaw, Sask., Outlook, Sask., Sault Ste. Marie, Ont., and Sub-agencies at Merritt, B.C., Cloverdale, B.C., Spring Coulee, Alta., and Bathurst Street, Toronto.

The Branches at Grimsby, Ont., and Millbrook, Ont., have been closed.

With deep regret the Directors have to record the death of their esteemed colleague, Mr. A. T. Paterson, who had been a member of the Board for upwards of twenty-eight years.

The vacancy on the Board has been filled by the election of Mr. A. Baumgarten.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

G. A. DRUMMOND,
President.

Bank of Montreal,
6th December, 1909.

THE GENERAL STATEMENT.

The General Statement of the Bank on 30th October, 1909, was read as follows.—

LIABILITIES.

Capital Stock		$ 14,400,000.00
Rest	$12,000,000.00	
Balance of Profits carried forward	603,796.30	
	$12,603,796.30	
Unclaimed Dividends	2,580.51	
Quarterly Dividend, payable 1st December, 1909	360,000.00	
		12,966,376.81
		$ 27,366,376.81
Notes of the Bank in circulation	$13,245,289.00	
Deposits not bearing interest	51,401,226.27	
Deposits bearing interest	128,445,206.58	
Balances due to other Banks in Canada	124,648.04	
		193,216,369.89
		$220,582,746.70

ASSETS.

Gold and Silver coin current	$ 5,802,263.05	
Government demand notes	13,240,587.00	
Deposit with Dominion Government required by act of Parliament for security of general bank note circulation	600,000.00	
Due by agencies of this Bank and other Banks in Great Britain	$ 8,719,654.41	
Due by agencies of this Bank and other Banks in Foreign countries	7,425,676.78	
Call and short Loans in Great Britain and United States	77,212,382.00	
	93,357,713.19	
Dominion and Provincial Government Securities	1,445,570.61	
Railway and other Bonds, Debentures and Stocks	9,575,608.66	
Notes and Cheques of other Banks	4,560,501.23	
		28,582.243.74
Bank Premises at Montreal and Branches		600,000.00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	$91,173,656.56	
Debts secured by mortgage or otherwise	143,552.13	
Overdue debts not specially secured (loss provided for)	83,294.27	
		91,400,502.96
		$220,582,746.70

E. S. CLOUSTON,
General Manager.

Bank of Montreal,
Montreal, 30th October, 1909.

THE VICE-PRESIDENT.

The Vice-President then spoke as follows:—

The most important change from last year in the statement submitted to you is the unusually large increase in deposits, amounting to $36,000,000. Part of it is temporary, pending large payments in connection with special transactions, part is the natural increase from depositors as a result of the prosperous condition of affairs in this country, but the largest portion of the increase arises from money brought into Canada from other countries. It is quite possible that if the apprehensions expressed in many quarters as to the consequence of the new methods of British taxation are realized, deposits from this last source may be still further enlarged. It is very important, therefore, that nothing should be done in Canada by injudicious legislation, the exploitation of doubtful enterprises, or otherwise, to stop this flow of capital. Our call loans have increased by about the same amount as our deposits, and what is not necessary to retain as a portion of our reserves, will be gradually brought into the country to meet the commercial requirements as they arise.

The profits are some $130,000 less than last year, but considering the low rates ruling for the greater part of our fiscal year in London and New York, the result may be regarded as satisfactory. I am glad to say that the outlook for the coming year, or at least, for the earlier months, is more promising, and I shall be much disappointed if we do not make a better showing when next we meet.

The rapidity of the recovery of trade from the set-back following the monetary crisis in the United States two years ago has been as striking as it is satisfactory. Conditions to-day are, as a whole, excellent. The large harvest gathered in the Northwestern Provinces in itself affords a basis for active and profitable business for some time to come. How considerable a factor in the commercial life of Canada the agricultural output of our Northwest has become may be realized from the fact that the yield of wheat, oats and barley is this year 313,635,000 bushels, as compared with 232,620,000 bushels in 1908, 160,000,000 bushels in 1907, or 32,000,000 in 1900. A tenfold gain in the grain product of the Northwestern Provinces in nine years conveys some idea of the commercial potentialities of the country.

The marketing of wheat has been quite prompt, and the railways have had no difficulty in moving the crops. In the ten weeks to November 14th, there had been inspected in the Northwest 43,866,000 bushels, being 10,300,000 bushels more than in the corresponding period of 1908, while the shipments from Fort William and Port Arthur amounted to 35,815,000 bushels up to November 14th, or 13,300,000 bushels in excess of the preceding year's shipments.

Our foreign trade has not only reached, but has begun to exceed, the high-water mark of two years ago. In the six months ending September 30th, last, imports for consumption and exports of domestic products were of the value of $292,857,000, or $46,000,000 in excess of the corresponding period of the preceding year, imports having been larger by thirty-six millions and exports by ten millions. The adverse balance of trade has thus again begun to grow, but while men and money pour into Canada from abroad the disparity need not cause uneasiness. Domestic industries are, speaking generally, working well up to the limit of capacity. Labor is fully employed; the lumber trade has improved. The export of dairy produce has been larger than last year, with high prices ruling throughout the season; all farm products, indeed, are exceptionally dear.

Such tests as bank note circulation, bank clearings, railway earnings, all point to the great activity of business. At the end of October the note circulation exceeded $89,600,000, or $6,600,000 more than a year ago. Business failures have been neither numerous nor serious, being for the year to October 1st, 1,486, with liabilities of $12,919,000, as compared with 1,629 failures and liabilities of $16,959,000 in the previous twelve months.

Railway construction is proceeding apace over the whole face of the Dominion. West of Lake Superior nearly 1,100 miles have been built this year, and the Western Provinces now have 11,500 miles of railway, as much as the mileage of all Canada twenty years ago.

Immigration has picked up after the short relapse in 1908, the estimate of the number of new settlers this year being 150,000, about one-half of whom are experienced farmers who have moved into our Northwest from the United States. The evidences of expanding trade, accumulating wealth, and material progress and development might be cited at great length, and a pleasant picture painted of our happy condition. There are always, however, dangers to be avoided, and never more so than when the outlook is so bright and inspiriting. A tendency to over speculation in real estate in some parts of Canada is already apparent, and this, like other forms of gambling, can bring only disaster when the inevitable crash comes. How suddenly conditions may change the rapid advance in the Bank of England rate last autumn attests. Only by prudence both in taking and granting credits and by avoidance of wild-cat ventures and exploitations on the high reputation Canada enjoys in the British money market, can we reasonably anticipate a continuance of the prosperity now enjoyed.

There is only one other observation I desire to make. As you are aware, the decennial revision of the Bank Act will take place during the present session of Parliament. In one or two respects changes of a more or less technical character will be found necessary, but the Act has been so thoroughly revised in the past, it withstood so staunchly the trials of 1907, and its operation has been found to conform so admirably to the requirements of trade and the interests of a rapidly developing country, that I hardly think it likely that any material change will be made.

In our note circulation we have a system which enables us by its elasticity to carry out the heavy autumnal demands without creating any monetary stringency; and to show how valuable it is to the whole business community, I need only point to the fact that we are moving the large crop in the Northwest with great ease and without any advance in rates to our commercial customers.

I beg to move: "That the report of the directors now read be adopted and printed for distribution among the shareholders."

This was seconded by Mr. E. B. Greenshields, and unanimously adopted.

Mr. H. Joseph then moved: "That the thanks of the meeting be presented to the president, vice-president and directors for their attention to the interests of the Bank."

Mr. C. J. Fleet seconded the motion, which was unanimously agreed to.

Sir Thomas G. Shaughnessy moved: "That the thanks of the meeting be given to the general manager, the assistant general manager, the inspectors, the managers and other officers of the Bank for their services during the past year."

The motion was seconded by Mr. David Morrice, and was unanimously carried.

Sir Edward Clouston expressed acknowledgment on behalf of himself and fellow-officers.

THE DIRECTORS.

The ballot for the election of directors was then proceeded with. The scrutineers appointed for the purpose reported the following gentlemen duly elected:

R. B. ANGUS,
A. BAUMGARTEN,
SIR EDWARD CLOUSTON, BART.,
HON. SIR GEORGE DRUMMOND, K.C.M.G., C.V.O.,
E. B. GREENSHIELDS,
CHARLES R. HOSMER,
SIR WILLIAM C. MACDONALD,
HON. ROBERT MACKAY,
DAVID MORRICE,
JAMES ROSS,
SIR THOMAS G. SHAUGHNESSY, K.C.V.O.,
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G., G.C.V.O.

At a meeting of the Directors, held later, the Right Hon. Lord Strathcona and Mount Royal, G.C.M.G., G.C.V.O., was elected Honorary President: Hon. Sir George Drummond, K.C.M.G., C.V.O., president, and Sir Edward Clouston, Bart., vice-president.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Crickway Bros. will build a $14,000 warehouse at Vancouver.

Bryson, Graham, Ltd., Ottawa, will erect a $12,000 furniture storehouse.

The Manitoba Pump and Windmill Co., Brandon, is extending its premises.

Keenan Brothers, Owen Sound, are building a sawmill at Miller Lake, Ont.,

J. H. Maher, Montreal, will erect a residence at Outremont, to cost $20,000.

The Golden Lake Lumber Co., Eganville, Ont., are making additions to their mill.

A new planing mill and sash and door factory is to be erected shortly at Vancouver.

J. C. Walsh will erect two semi-detached houses at Outremont, to cost about $22,000.

Wm. McNeely, of the Medicine Hat Milling Co., is erecting a business block at Lethbridge.

John Ash, of Ash & Co., contractors, Montreal, will erect a cottage at Outremont, to cost $6,000.

The International Harvester Co. will erect a four storey warehouse at Brandon at the cost of $75,000.

A $90,000 addition is proposed to be added in the spring to the Office Specialty Co.'s plant at Newmarket.

J. Scott of Port Huron, Mich., proposes establishing a refrigerator manufacturing plant at Camrose, Alta.

The Brooks-Scanlon Lumber Co., are planning to erect a large saw mill on the Fraser river at New Westminster.

The Saginaw Salt & Lumber Co. are to expend about $15,000 in improvements on their saw mill at Thessalon.

Bonuses aggregating $300,000 have been offered to any shipbuilding company erecting a plant on Halifax harbor.

Ambrose Kent & Sons will erect a ten-storey business block at Toronto.

Geo. Vanderly's will build a couple of dwellings at Welland.

The pulp works at Swanson Bay (Prince Rupert) of the Canadian Pacific Sulphite Pulp Co. are now working to their fullest capacity.

The contract for the new brewery at Vancouver has been let, the contract price being in the neighborhood of $150,000. Construction work will begin right away.

The Canadian Rubber Co. have purchased 25 acres of land east of Dominion Park at Montreal. They will build extensions to their plant on the new property.

Work on the garage, which is being erected at Hamilton for the McLaughlin company, is being pushed along rapidly and it will be ready for occupancy about February 1.

The Winnipeg Oil Co. have made application for a site at Moose Jaw, where they will erect a plant, with storage, cooperage, barreling and also a tank, capacity, 12,000 gallons.

The following building permits have been recently issued at Hamilton: M. Webb, two houses for W. W. Main, $2,000; John Shuart, house for J. Goodfellow, $2,000.

The new plant of the Sydney Slag Brick Co. at Sydney, C.B., which has been under construction the past several months, is now completed and the manufacture of brick has been commenced.

S. P. Weston, formerly manager of the Seattle Post-Intelligencer, and H. E. Bennett, a retired merchant, have purchased property at Vancouver for $40,000, where a large apartment house will be erected.

Permits were granted by the Toronto Board of Control last week to the Toronto General Trusts Corporation for the erection of an eight-storey office building and to the Standard Bank for the erection of a seven-storey bank and office building at that place.

A creosoting plant will be erected on Burrard Inlet, B.C., at a cost of several hundred thousand dollars. In association with several Vancouver capitalists, H. R. Rood, head of the Pacific Creosoting Company, of Seattle, will be in charge of the undertaking.

The Widespread Implement Co., of Buffalo, has been negotiating with the municipality of Port Dover, regarding the establishment of extensive works there consisting of a planing mill, foundry and machine shop, including repairs of all kinds for custom work.

At a cost of $1,000,000, the M. S. R. Company is about to commence the erection of a plant, consisting of car building shops, machine shops, electrical and winding shops, blacksmith and paint shops, and a large building for the stores and material of the company.

A building permit has been issued to R. Kerr, covering a business block at Vancouver. This building will cost $33,000. Another large permit was issued to J. D. Allan for a residence costing $10,000. Other permits granted were O. H. Barber, $2,300; H. McKinnon, two houses, $3,200; T. F. Caravan, $3,000.

Municipal Undertakings.

A $40,000 waterworks system and a $20,000 sewerage system are proposed for North Vancouver.

By-laws to provide $16,000 for waterworks plant will be submitted at the next elections at Smith's Falls.

Vancouver is advertising for sealed tenders for the instalation of a sewerage system for Vancouver Heights.

St. Catharines water commission decided at a recent meeting to construct a second main from the reservoir to the city.

New storm sewers have been recommended at New Westminster, by City Engineer Blackburn. Estimated cost, $10,000.

Vankleek Hill proposes instaling a municipal waterworks system at a cost of $27,000, and a drainage system to cost $25,000.

Alterations are being made on the Elmira, Ont., waterworks system by means of which a duplicate system for fire protection will be available.

The Canada Foundry Co., Toronto, were recently awarded a contract for supplying water mains required for extensions at Orillia, at $34.20 per ton, f.o.b. Orillia.

The McKnight Construction Co., who have been awarded the contract for the installation of the sewers on Armstrong and Whitewood Streets, New Liskeard, have commenced operations.

Thos. Jackson & Son were awarded the contract for a sewer in McIntosh Avenue, Winnipeg, at a price of $1,613.55. The tender of the Canadian Fairbanks Company for the supply of hydrants at $37 each was accepted.

The tender of Winnipeg's Engineer of Construction for the construction of the Clifton Street sewer there was accepted at $23,182.35. The Engineer of Construction also secured sewer works: in May Street, Nassau, McMillan, Chalmers Streets, and a water main in Poplar Street.

Public Buildings.

A $10,000 post office is to be built at Chilliwack, B.C.

The public hospital to be erected at Oshawa will cost $20,000.

Niagara Falls new $50,000 armory may be erected next year.

A new hospital for Prince County, will be built at Summerside, P.E.I.

It is stated that a Methodist church on the Glebe may be built next year by the Ottawa Methodist Social Union.

A site for Yorkton's new $35,000 Collegiate Institute, to be erected next year, has been selected by the school board.

Architect A. E. Nicholson has prepared plans for additions and improvements to the Y.M.C.A. building at St. Catharines.

The contract for the erection of a Catholic schoolhouse at Montreal has been awarded by Architect Chas. Bernier, to Bouleu Bros.

Dumont & Maclean, of Riviere du Loup station, have been awarded the contract for the construction of the Rimouski armory at $8,450.

Fire Chief Carlisle of Vancouver, has estimated the cost of the two halls, to replace those now in use at Fairview and Mount Pleasant, at $25,000.

Plans for the new Alberta university buildings have been accepted, and matters are now in readiness to proceed with the construction early next season.

The congregation of West Street Methodist Church, Owen Sound, has purchased the site for a new church, which, it is estimated, will cost $25,000 to erect.

The Collegiate Institute Board has decided to ask the St. Catharines city council to provide the sum of $10,000 for an addition and improvements to the present building.

The Roads Committee of the Montreal City Council have appropriated $63,500 for extensions to house and erection of stable for Mr. Scanlon, Superintendent of Roads Department.

A company is being formed for the purpose of erecting a sanitarium at Little Manitou Lake, three miles from Watrous, Sask. Plans for the erection of over 200 cottages, early next spring, are under way.

Announcement has been made by the Minister of Public Works of the plans for the construction of the new block of departmental buildings to be erected at Ottawa. They will be 500 feet in length and 205 feet in width. It is not likely

"SANDERSON'S"
TOOL STEEL
"Always Reliable"
MACHINERY STEEL
Smooth and Iron Finish
A. C. LESLIE & CO.,
LIMITED
MONTREAL

Ask US to quote you for
PARIS GREEN
Why?
BECAUSE!!
We are makers of nearly one hundred years' experience; and know that we can compete
...
HOYLE
ROBSON
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HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND
CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

Hammer the Hammer
or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.
It's just as sure of profit to you as it is safe to its owner.



IVER JOHNSON
SAFETY AUTOMATIC REVOLVERS
Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.
Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass
Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.
Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.
TRADE MARK IVER JOHNSON



THE SECRET OF GOOD IRON IS IN THE HEATING.
and it has been the recognition of this fact that has enabled us to turn out such uniformly good bolts and bars.
London Iron is guaranteed flawless, and is the kind every wise hardwareman handles.
LONDON ROLLING MILL CO., LTD.
LONDON, CAN.
Get Our Prices
Sales Agents:
Ontario, Baines & Peokover, Toronto
Manitoba, Bissett & Loucks, Winnipeg

to be completed for four or five years. The cost of the new quarters will be about $1,000,000.

General Building.

The Bank of Montreal will erect next spring in Port Arthur, a three-storey building for offices.

A Montreal syndicate has purchased property on which a ten-storey office building will be erected.

Robert Neville, contractor, Montreal, will erect a terrace of seven semi-detached houses at Outremont.

Jos. Sawyer, architect, Montreal, has awarded contracts for the erection of a residence there for J. Beaudry, to A. Huberdeau and A. Brousseau.

Among the building permits issued at Quebec recently was one for M. Chartre, $3,000, and one to W. Bouchard & Co., contractors, for Mde Narcisse Cote, $7,000.

New Companies.

Canadian Safe Co., Windsor ; capital, $100,000 ; to make safes and vault doors. Incorporators, J. E. Blackmore, Detroit ; N. A. Bartlett and A. R. Bartlett, Windsor.

Swansea Smelting and Refining Co., Toronto ; capital, $100,000 ; to mine and treat ores and make articles of metals. Incorporators, A. E. Knox, C. F. Ritchie and J. H. Oldham, Toronto.

Rogers Supply, Ltd., Toronto ; capital, $100,000 ; to take over the Rogers Supply Co. and make Portland cement and artificial stone. Incorporators, Alf. Rogers, J. W. Rogers and A. E. Stovel, Toronto.

The Courtright Stove Co., Courtright, Ont., capital $40,000, to manufacture stoves, furnaces, gas ranges and electric fixtures. Provisional directors, F. C. Watson, M. Sanders and H. W. Unsworth, Sarnia.

Canada Bolt and Nut Co., Toronto ; capital, $2,500,000 ; to smelt ores, metals and minerals, and manufacture their products. Incorporators, E. G. McMillan, J. E. Riley and G. B. Strathy, Toronto.

The International Tool Steel Co., Toronto ; capital, $750,000 ; to mine and treat metals, carry on a foundry and machine shop, and make tools. Incorporators, S. J. Kelly, Jas. Ross, Chas. Lehmann, Toronto.

TRADE MARK DECISION.

A case of importance to the cutlery trade was heard at the Sheffield, England, Police Court, recently, when Harry Morton, cutlery manufacturer, appeared in answer to five summonses issued by Joseph Rodgers & Sons, whose Canadian agents are James Hutton & Co., Montreal. Defendant was summoned for having in his possession for sale table knives to which a trade mark, so nearly resembling a trade mark of Joseph Rodgers & Sons, as to be calculated to deceive, was falsely applied. The defendant was found guilty, but on his giving an assurance that he would in future refrain from striking the word Rodgers upon the knives, the Bench imposed a nominal fine of £10, and ordered the goods to be destroyed.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Welsh Enamelled Ware.—A catalogue which for all-round excellence in production we have seldom seen approached, let alone surpassed, is that issued by The Welsh Tinplate and Metal Stamping Co., Llanelly, South Wales. The company are manufacturers of tinned and enamelled ware, and every article shown in the 176 page catalogue is made throughout on their own premises at the Cambrian Works at Llanelly. The company claim to make a larger variety of enamelled and tinned hollow-ware than any other individual maker in Europe. A large stock is carried at all times and the company pride themselves on their quick delivery. The company does not cater direct to the retail trade, their business being done through wholesale and export houses. The catalogue is printed in English, French, German and Spanish. A copious index is placed at the beginning of the catalogue and some useful comparative tables are found at the end. A private code book accompanies the catalogue for the convenience of foreign buyers who may wish to order their goods.

Armstrong Tool Holders.—Armstrong Bros. Tool Co., Chicago, have issued catalogue No. 18, devoted to tool holders for turning, planing, boring, slotting, threading, cutting off and drilling metals. It contains descriptions of an immense number of tools. Among the new goods listed are automatic drill drifts, the advantages of their use, not only saving time but also saving drills, chucks, etc., from damage and abuse. Plain drill drifts are also new. These drill drifts are drop forged from steel, finished and hardened. A third new line is the Armstrong "Standard" reversible ratchet drills, made of all steel and hardened all over. They are made in many sizes and styles. The various tool holders made by this firm carry the endorsation of some of the biggest users in America.

CANADIAN ASBESTOS PRODUCTION.

The chief asbestos-producing country in the world is the eastern townships of Quebec. Some little is also found to the north of Ottawa, but the mining of asbestos in Canada is at present confined to the first-named region, where it has been worked since 1878. The value of the annual output of Canadian asbestos has grown from $25,000 in 1880 to over $2,573,000 in 1908, (90,773 tons), so that next to coal this is now one of the most important of non-metallic mineral products, and supplies a very large proportion of the world's demand.

While a portion of the output is sufficiently high grade to be shipped as crude, the greater part is crushed and the fibre extracted by special machinery. This output finds a wide distribution. Our best customer is the United States. that country last year taking 46,846 tons, valued at $1,322,890. Great Britain took 5,347 tons; Belgium, 3,372 tons; France, 2,332; Italy, 814; Germany, 225; and Japan, 97 tons.

Although the chief source of supply Canada does not as yet manufacture all the asbestos goods required for home consumption, and last year we imported $190,980 worth of articles made of asbestos, on which there was paid a duty of 25 per cent. Outside of Canada, Russia is the chief asbestos-producing country. In 1907, that country's output is set down as 9,356 metric tons. The United States, Cape Colony and Cyprus are also producers, though the quantity is limited.

NEW LOCK NUT.

Herbert Terry & Sons, Redditch, England, have introduced a new lock nut which is being made in all sizes. To look at the nut it has no dissimilarity in appearance to any other, except that a small hole is drilled through and it is somewhat deeper in shape. The inner side of the nut is recessed, and within is a coiled steel spring, exactly fitting and following the thread, contracting in one direction and expanding in the other. Once screwed up it is claimed nothing can shift the nut, and it is practically solid on the spindle or thread. This is done by running a wire through the hole which lifts the spring end, and off comes the nut as easily as any other. It is an extremely ingenious and clever device, and is bound to be much sought after when its qualities and simplicity are known.

Herbert Terry, the founder of Terry & Sons, began business fifty years ago, making a small hat spring and they have added to their line until they now claim to make every conceivable type of spring. A speciality is made of bicycle and motor springs and also furnish assortments for sale in retail stores.

BURSTING OF GUN BARRELS.

Gun barrels do not burst, of course, without a cause, but usually that cause is one of which the shooter is entirely ignorant, but nevertheless, no one is responsible but himself. Gun barrels can only burst by having some obstruction in the barrel or by overloading with nitro powder. Any gun barrel can be burst by misuse or by carelessly loading smokeless powder, but no barrel will burst by using factory-loaded ammunition, provided there is no obstruction or foreign substance inside the barrel. When a gun barrel bursts at the breech or chamber it is caused by an overloaded shell, and when it bursts in the centre or near the muzzle, it is caused by some obstruction, such as a dent, snow, water or mud.

The biggest crowd before a window doesn't prove that it is the best display. The true proof of a good trim is in the number of customers it brings into the store.

The Retail Paint Trade

A HOLIDAY PAINT DISPLAY.

We would once more advise merchants not to neglect their paint department in the display that they intend to make during the following weeks. Even if there were no sale for paint at this time of the year, it would be a wise move to display the stock. The store will be thronged with customers inspecting the goods that the merchant has displayed for the holiday trade. No better opportunity could be afforded of bringing to their notice the paint department. It will be remembered on some future occasion. It is not difficult to make a pretty display with paints, and if the merchant does not push his lines to sell, yet he can make the space devoted to these lines, one of the show sections of his store.

But paints have a sale at this time of the year, especially the household lines, and therefore the advisability of making a display is all the more apparent. "Brighten up" should be the cry at this festive season of the year. "Do not let your friends see articles of furniture that sadly need varnish, or rub against stove pipes that need aluminum, or sit in a corner where the boards want stain or the radiators bronze paint. The doors want touching up, the bath a touch of enamel and so. Do not let your friends go away thinking that the home is being neglected." The merchant could not have better selling points than these.

We are firmly convinced that a very strong demand could be created if the merchant seriously set himself to develop the great idea of brightening up at Christmas. A good use can be made of the children, too, at this time. They will be coming into the store with their mothers, and with their fondness for bright colors, the color cards supplied by the paint manufacturers will be very acceptable to them. We venture to assert that few children will fail to carry home the pretty colored cards that the merchant hands them. And once the card gets home the merchant has overcome one of his greatest difficulties. Many customers never take home any advertising matter that is handed to them. Unless it is packed within a parcel it is probably thrown away when in the street, and if there is no parcel then the merchant is, to use a terse expression, "up against it." Especially so at this time when many people will be in the store simply on a round of inspection. It is, therefore, a good move to utilize the children. Give the color cards directly to them. They will hold on to them all the more tightly, while the curiosity of the older folk will commander these color cards later on.

The advertising matter that is supplied to the merchant by the manufacturer can be extensively used in his scheme of decoration. It is impossible to find anything more artistic than some of the color illustrations supplied for display purposes. Magnificently depicted houses with a minute attention to detail that could not be surpassed, and much more worthy of a frame than some of the so-called artistic productions sold for parlor pictures, are at the command of some merchants, and they should utilize the opportunity. The

"the finish"
"that endures"

M. L. Floorglaze

This is the new super-good floor finish—now coming in Transparent Lacs as well as Solid Enamel Colors—that your customers will always want to talk about. With a line of M. L. Floorglaze Enamels and Lacs you can take care of a bigger and better satisfied trade, without stocking so many kinds of paints and varnishes as you carry now.

Send for sample can, new color card, and p oof that it is sold for you as well as to you.

Imperial Varnish and Color Company
TORONTO Limited

Stocks at Toronto (6 Morse Street); Winnipeg (108 Princess Street); and Vancouver (550 Beatty Street).

RAILWAY SPIKES



ALSO ALL KINDS OF
Bolts, Nuts
Washers
and Rivets

MADE BY

The Montreal Rolling Mills Co.
MONTREAL

store should be made as picturesque as possible, and the merchant must be lacking in ideas if with the help of his paint advertisements and some artificial floral decorations he cannot give his store a good Christmas appearance and yet at the same time advertise his paint department.

PAINT AND OIL MARKETS

MONTREAL.

December 10.—There is a good tone to the paint market, and despite the fact that this is not a very active time of the year, a fair amount of trade is reported. Some heavy individual orders are noticed, and it would appear as if a few merchants in anticipation higher prices are looking after their spring requirements now. This is not only the case in the staple lines but in prepared paints as well.

No changes in the markets are reported. Linseed oil is firm, while the ground white lead market continues to strengthen. The advance last week does not seem to have checked the demand, which has undoubtedly improved lately. Varnishes have improved again, and there is now a fair call.

TURPENTINE—The inquiry continues good, and the tone of the market appears fairly steady. The market is in pretty good shape, and we quote from 78c to 80c for single barrels.

LINSEED OIL—No change is reported in the market. Buying continues good, and if there is not much speculation immediate requirements produce a steady demand. We quote: 1 to 4 barrels, in one delivery, raw, 73c per gal.; boiled, 76c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—The markeet seems firmer, and better, for the advance last week. Orders have improved, and it looks as if merchants were stocking up, probably anticipating much higher prices now that a change has taken place. Ground white lead is practically the only staple that is showing low figures. We quote: Strictly pure about $5.35 to $5.85, according to quality, and No. 1, $4.95 to $5.35, f.o.b., Montreal.

RED LEAD—There is a fair demand, but the market is still without feature. We continue to quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.: No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

VARNISHES AND JAPANS — The call for varnishes and japans has improved as was expected. There is a good demand from the industrial centres. Carriage and implement varnishes are moving well, also household varnish in small tins.

WHITE ZINC—The market is quiet, and without any marked feature. Prices are steady, and we quote: Dry V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PUTTY—The demand for putty continues steady, although the volume has fallen off. Still there is a fair trade doing. We quote: Standard putty, 800 lbs. in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs. in barrels, $2.15; in 100-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TORONTO.

December 10.—Quietness is beginning to settle upon the paint market, and with the exception of glass and putty and some odd lots of white lead in oil very little new business is transpiring. Orders are passable both in number and quantity. Letter orders are fair. The Christmas season is in some respects responsible for the lull, most people intending to do painting are putting off the work until the new year.

Travelers are coming in for the holidays and some of the jobbing houses are going over their books and closing accounts preparatory to getting ready for next year. On all sides satisfaction is expressed at the volume of business done this year, which in some cases has exceeded expectations.

The market is in much the same condition as last week. Turpentine while unchanged in quotation from last issue is a little easier, linseed oil is steadily firm, and some grades of white lead have increased in price 10 cents a hundred.

TURPENTINE—There is a dullness reported from the Southern States in the product and very little doing for home consumption, but there has been rather more than usual buying the past week for export that has tended to keep the market fairly firm. For a couple of days no quotations came out of Savannah, denoting some slowness in trade. Locally the situation is dull and very little business is passing. The quotation is yet at 80 cents, but some cutting is going on, and 79 cents is nearer the mark for single barrels.

LINEED OIL—There is no change in the price of linseed oil and the price of flaxseed seems to be stationary. The season for present deliveries is about closed, no one anticipating any special demand from the paint trade until after January 1st. Quotations are yet 73c and 76c for single barrels of raw and boiled respectively.

GLASS—This is the liveliest line for paint jobbers just now, and local consumption is taking up large quantities. The discount remains at 30 per cent.

PUTTY—As with glass, putty is experiencing good demand. The market is steady and prices are unchanged. Casks

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

PUSH

MOORE'S HOUSE COLORS



WHY?

BECAUSE they are a pure linseed paint.
" they are uniform and reliable.
" you can get any shade desired.
" all the pigments are well ground.
" they will withstand wear and weather.
" they are lustrous and honestly made.
" they are moderate in price.
" they are rapid sellers.

GET OUR COLOR CARD AND PRICES

Benjamin Moore & Co., Limited

West Toronto, Canada — New York, Chicago, Cleveland, Carteret, N.J.

Fortify Your Position

as a hardwareman by stocking

CABINET **FLATTINE** FINISH

which produces that desired RUBBED EFFECT without RUBBING. When used for the final coat over gloss-finished work, it gives the appearance of a rubbed finish without any rubbing at all. It has the additional advantages of being very durable and damp-resisting and dries hard overnight.

Write to-day for prices and discounts.

International Varnish Co., Limited

TORONTO

Makers of Fine Varnishes — Branch of Standard Varnish Works

New York Chicago London Berlin Brussels

of bulk putty are worth $1.75 per hundred; drums, $2; and oladders in barrels, $2.15.

WHITE LEAD—Some grades show an advance of 10 cents per hundred, prices ranging from $5.55 to $6.10 While other lines have not advanced there is a probability that all grades will be up 10 cents a hundred after the beginning of January. Demand is satisfactory considering the season, but is not by any means brisk.

RED LEAD—Trading is light and prices remain as at last issue—$4.25 to $4.55.

ROSINS—The dark grades have met with some decline but the light colored rosins still maintain their price.

PETROLEUM—The situation remains steady and unchanged. Prime white is 13½c; water white, 15½c; and Pratt's astral, 17½c.

A HANDSOME CALENDAR.

The Canada Paint Co. Montreal, each year issue a calendar of original design illustrting some one of the many classes of their products. Two years ago, for instance, their calendar depicted a bridge painter at work and a year ago an automobile scene illustrated the use of the company's varnishes. This year they have undoubtedly excelled previous efforts by issuing a modern ocean sailing vessel scene showing a full-rigged nitrite ship from Chile under heavy sail on the Pacific ocean, the blue waters of which show in sharp contrast to the darkened clouds upon which the first rays of the rising sun put a silver lining.

The painting is the work of Harry Clucas, the Toronto sales manager of the company, who a quarter of a century ago wielded a paint brush in London, Goderich, Toronto and other parts of Ontario. At that time he painted several boat scenes for the C.P.R. and Niagara Navigation Companies, but his present effort shows that during two decades of paint selling he has not forgotten how to use the brush.

The calendar is lithographed in colors and measures 36 x 14 inches. It is intended to illustrate the company's marine paints, enamels and varnishes, and certainly is a well thought out design, being arranged so that it can be mounted on a mat and framed after it has served its purpose as a calendar. Paint dealers who have not received a copy should write for one at once.

SUPPLY OF GASOLENE.

"Draining a World Product" is the concise way in which Joseph Adams describes the tremendous demand for gasolene that has sprung into existence with the development of the internal combustion engine and particularly the automobile and the power boat. In a recent number of Harper's Weekly, Mr. Adams describes the methods for obtaining gasolene from crude oil, and says that it is conservatively estimated by the highest authorities that something over 4,000,000 barrels or 200,000,000 gallons of naptha, classed as "autonaptha" were consumed in the United States, during 1908, for all combustion engine purposes, and about 1,000,000 barrels for manufacturing and other purposes.

Mr. Adams predicts that 100,000 automobiles, boats and engines will be constructed during the present year, for which gasolene will be the chief fuel. This will increase the drain upon the supply and tax the enterprise and ingenuity of the oil magnates to keep up with the demand. The foremost oil chemists of the world are now said to be trying to split the oil molecules into fractions and thereby produce the required spirit atom, and some of the large oil refineries have spent vast sums in efforts to solve this difficult problem. There is profit in the manufacture and sale of gasolene, which is styled the "velvet" of the oil business, and anybody who can increase the quantity that can be derived from a given volume of oil, or improve the quality of the gasolene, will have a fortune in his discovery.

The drain upon gasolene is serious, but the refineries can probably keep up with it and therefore obviate the necessity of increasing the price of the liquid fuel. Should a shortage develop, with consequent high prices, there will be increased effort to utilize alcohol in automobile and power boat engines. At present it takes two gallons of alcohol to accomplish the results that can be obtained from one gallon of gasolene. This means not only lower cost, but also smaller bulk, which is a matter of great importance in aerial navigation particularly. A fuel that is 5 per cent. more efficient than alcohol, weight considered, would have preference in aerial navigation without regard for price. But inventors are at work on the alcohol problem, and they will doubtless be ready with a substitute fuel long before the supplies of oil that can be refined for illuminating purposes or converted into gasolene have become exhausted by the tremendous drain, which is growing rapidly on account of the adoption of power vehicles on land and water and the utilization of internal combustion enginery for the operation of industrial establishments.

PAINT NOTES.

The Martin-Senour Co., paint manufacturers, Montreal, have been granted letters patent at Ottawa, authorizing an increase of capital from $100,000 to $150,000.

The Canadian Paint Co. have obtained a permit to construct a paint warehouse on William street, Montreal, at a cost of $10,000.

In their report for 1908-1909, the Montreal Catholic School Commissioners announce that a new school for girls, on Wellington Street, and another for boys, on Centre Street, will be built this year in Point St. Charles, while the Meilleur School will be enlarged. A school for girls will also be built in St. James Ward.

EVERY GOOD HARDWARE SHOP SELLS

PAINT AND VARNISH

MADE BY THE CANADA PAINT COMPANY LIMITED

For the Best Varnish Remover write to the C.P.Co. for "GUMOFF"

For the Best Paint Remover write to the C.P.Co. for "GUMOFF"

Once More!

PAINTS FOR 1910

You have about finished the paint season of 1909. You have a pretty good idea whether you got your share of the paint trade or not. If you did not get it, you should get it, and for 1910 you can get it. Here is the leader.



With the Ramsay Paints you can get trade if you use our plans. Many of our agents are already planning for 1910. Many in remote parts have already got stock in to open the next year's trade early. Already new agents in other centres are booked with us. Will you join? It won't cost you anything to find out how it will figure out for you if you will write us or ask to see our traveller. Now is the time to think up paints for 1910.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 GLASS IMPORTERS

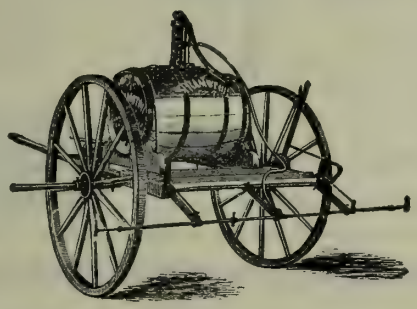
Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

Standard Paint & Varnish Works Co.
LIMITED
WINDSOR - - - ONTARIO



The **HAND SPRAMOTOR** No. 1 or No. 2 has 4 to 8 nozzles, all brass sprayer. The wheels and nozzles are adjustable from 26 inches to 36 inches. Vertical adjustment from rack 16 inches. Automatic vertical nozzle adjustment brass spramotor. Ball valves, automatic compensating plunger. Mechanical agitator.

It is mounted on a cart with strong, hardwood frame. Has 52-inch wooden wheels with iron hubs and steel axles. For one horse.

Can be used for orchard, vineyard, mustard and potatoes, or for painting and whitewashing. Sold without cart as well. Guaranteed.

WRITE FOR FREE TREATISE ON CROP DISEASES. **AGENTS WANTED.**

R. D. HEARD, 1382 King St., London

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto, (48)

This advertisement was inserted in two issues of our paper and cost 39c.

F. Y. W. Braithwaite, Blind River, Ont., wrote us Nov. 27, that it brought us replies from almost every province of the Dominion.

Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you **Economical, Efficient** and **Quick** service.

RATES :—2c. per word for the first insertion.
1c. per word for each subsequent insertion.
5c. additional each insertion when box number is required.

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



The "INFALLIBLE" GLAZIERS' DIAMOND
Just the Tool for inexperienced Glass Cutters

MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

We want your trade in

Whitewash and Kalsomine Brushes

and we are going after it with a new line which should leave no doubt about our getting it. You cannot afford to place your order until you see our new samples and quotations.

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO

Our Acorn Trade Mark

is the buyer's safeguard. There is no guess work about this brand

Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

100% PURE





THE "WHY" OF IT

The greatest secret of success in making good paint is "just *good old-fashioned honesty.*" Of course it takes skill and experience to combine the ingredients in the right proportions for best results—but honesty is responsible for what goes into the can before the dealer gets it.

Martin-Senour Paint—100% Pure

Has been a success from the first day and all the years since, because we would not *compromise* to meet competition—we said it must be strictly pure—we meant it—and we have stuck to it. It is 100% pure when it is made—100% pure when it is sold—100% pure when it is used—that means 100% more satisfaction to the purchaser.

¶ The greatest secret of success in building up a permanent paint business, Mr. Dealer, is in selling a paint that merits and wins repeat orders—the 100% more satisfactory kind. Write today for our way of assisting the dealer—it means more profit and more business for you.

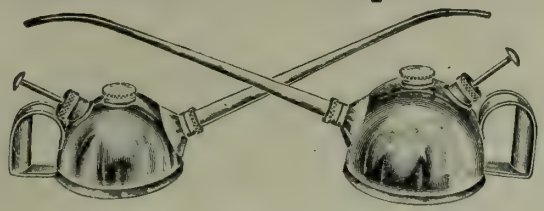


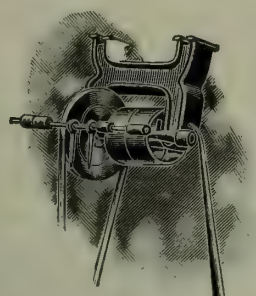
THE MARTIN-SENOUR COMPANY, Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Howland's Pump Oilers





For sale by all Jobbers in Canada

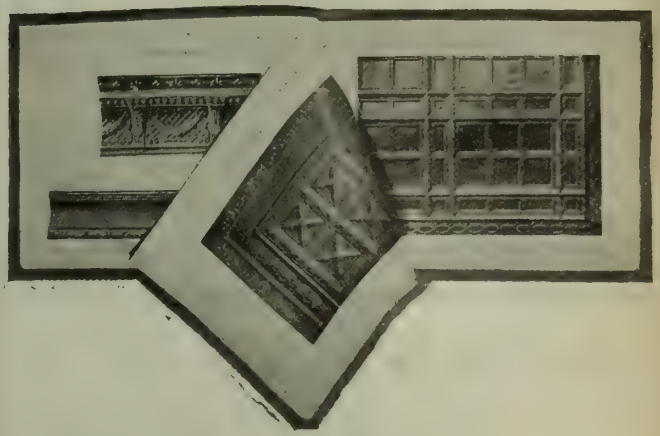


A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Metal Ceilings

Have You This Catalog?



New enlarged Catalog "A-3" has just been mailed out to the Trade. If for any reason your copy mi sed connections **DROP US A CARD.** We want you to know the importance of *machine-cut beads*, *wood-brackets* and *improved panel-plates* to you as an erector and dealer in Metal Ceilings. Name and address, please?

The Galt Art Metal Co., Limited

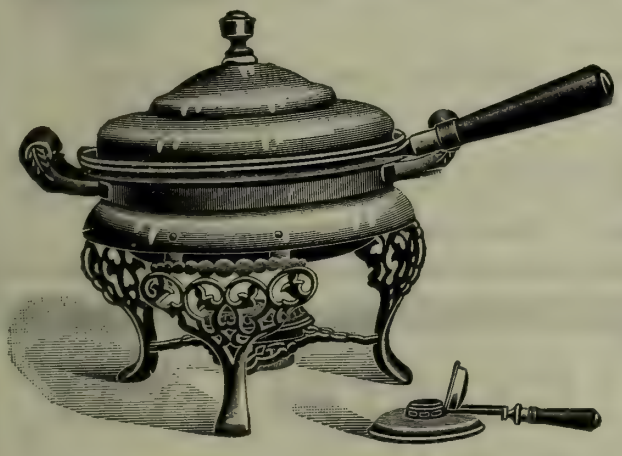
GALT, ONT.

MONTREAL,
J. B. Dagenais, 977 St. James St. W.

WINNIPEG,
Dunn Bros.

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS

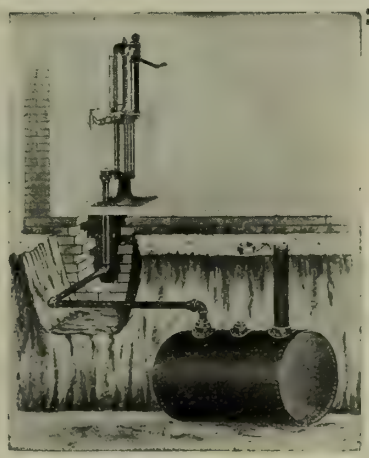


Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

ASK FOR CATALOGUE

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.



BOWSER

LONG DISTANCE SYSTEM FOR HANDLING GASOLENE OR KEROSENE

meets the highest approval because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System is endorsed by the most careful insurance companies and fire underwriters.

Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurately, gallons, half gallons or quarts at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tank.

The Bowser System is safe in every way. Write TO-DAY for Bulletin 15G.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

Get busy!

Get busy calling on the builders and contractors in your locality and finding out their structural steel requirements. You can make a big thing out of this if you will only hustle a bit. We will quote you our closest prices, and protect your interests in every way.

WRITE US FOR TERMS.

The Hamilton Bridge Works Co., Ltd., - - Hamilton, Canada

STANDARD CHAIN COMPANY



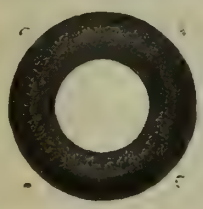
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

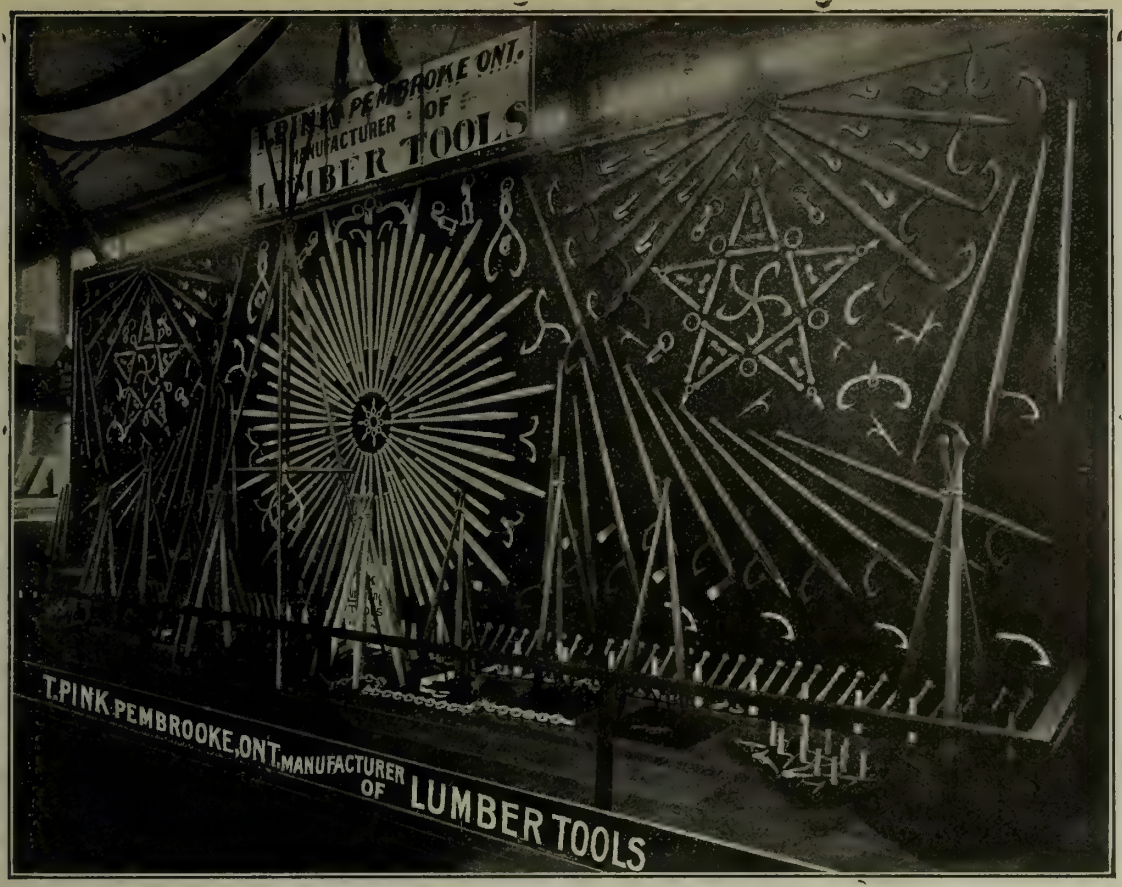
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

METALS

ANTIMONY

COPPER

LEAD

TIN

ZINC

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS



This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

Canada Screw Company, Limited

Hamilton :: Canada

We also make Wood Screws, Tacks, Wire (all kinds), Wire Nails, Rivets (iron and copper), Machine Screws; Stove, Sink, Sleigh, Shoe and Tire Bolts, Bright Wire Goods.







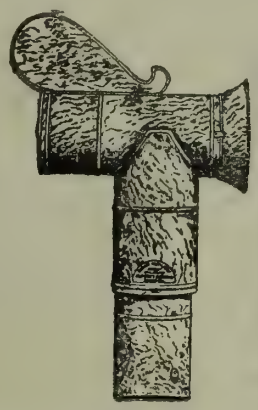
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



SYDNEY, Dec. 6th, 1905.

Dear Sirs:—

Replying to yours of November 28th, we have purchased a number of "J. W. HARRIS ROTARY VENTILATORS" during the last few years, and in every case they have proved satisfactory.

Yours truly,

SHAW & MASON.

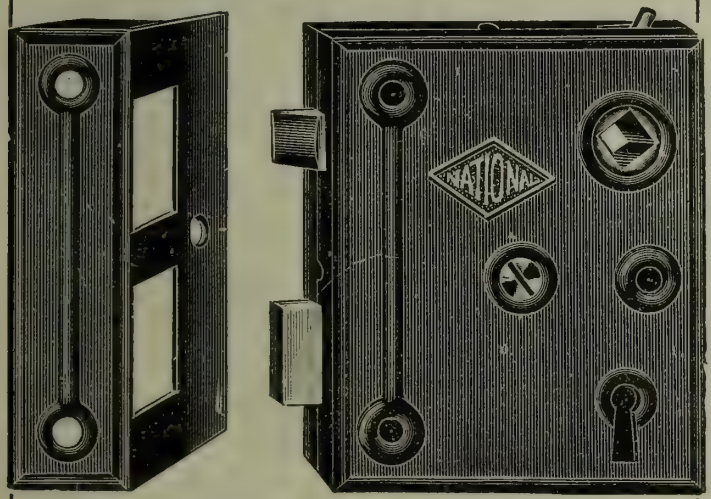
Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal

The National Steel Rim Lock



is the strongest, safest, and most durable lock manufactured; it will help to strengthen your hold on the Builders' Hardware Trade. Ask your jobber for this Brand. Made in Canada.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



Island City Dry Colors

apart from their strength are especially noted:

The **Vermilions** and **Permanent Reds** for their **brilliancy.**

The **Chrome Yellows** for their **clearness.**

The **Greens** for their **richness.**

Your Dry Color requirements for **1910** will be well **looked after** and **shipments promptly made** if you place your contracts **with us.**

We have amongst our customers some of the **most prominent manufacturers** in **Canada.** We are **satisfying them,** why not see if **we cannot satisfy you?**

P. D. DODS & CO.

Limited

MONTREAL

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt  **JOLIETTE and CYCLONE Sheathing, also 2 and 3-Ply Ready Roofing**

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb 0 08½ 0 08¼

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 20c.; Fleur-de-lis, anti-friction, 20c.; Thurber 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c; Crown, 40c; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 20
Tubing, seamless base, per lb	0 22
Tubing iron pipe size, 1 inch base..	0 22
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway 60 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p c
Kerr copper alloy disc standard globe, angle and check valves 62½ p.c.
Kerr standard radiator valves, 65 and 10 p c: Jenkins disc and quick opening hot water radiator valves, 70 p c
Kerr Weber I. H. B. M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N P Union bhows, 75 p.c.
Kerr "Radium" valve discs, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.
Casting ingot	14 25 14 50
Out lengths, round, bars, ¼ to 2 in...	21 00
Plain sheets, 14 oz.	21 00
Plain, 13 oz., 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base	26 00
Braziers' (in sheets), 4x8 base	20 00

COPPER AND BRASS WIRE

Brass, 60 p.c. Copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron..	19 00	21 00
Summerlee, No. 2 " ..	20 50	23 00
Carron, special	20 50	
Carron, soft	20 25	
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 00
Radnor, charcoal iron	32 00	32 50
Deseronto charcoal iron	24 00	24 00
Ayresome, No. 3		20 00
Ferro Nickel pig iron (3%)		25 00

Steel billets, Bessemer or open hearth, 27.50 f.o.b. Pittsburg.

Angles base	2 60	2 60
Common bar, per 100 lb	1 85	2 00
Forged iron	2 00	2 10
Refined " "	2 10	2 25
Horseshoe iron "	2 10	2 25
Band iron, No. 10 gauge base	1 85	2 00
Mild steel	1 85	2 10
Sleigh shoe steel	1 85	2 10
Iron finish machinery steel (domestic)	1 90	2 10
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 10
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright, 52 sheets	3 50	3 60

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 35
26 " "	3 85	3 40
28 " (26 English).	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 85
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $4; 18 x 30, $2.30; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	14 00	15 50
Stove plate	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers	0 08½	0 09

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 60
Imported Pig, per 100 lb	3 70	3 70
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 8 lb "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c.
Lead waste, 27½ p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 32 50

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50 6 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.50; No. 11, $3 9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100
Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

RIGHT RELIABLE
IN A FULL RANGE OF SELLING LINES



No. P. 1463

A FAVORITE LINE—THE CLEAN CUTTER BREAD KNIFE

Warranted British Manufacture throughout

Through all jobbers **NIXON & WINTERBOTTOM LTD., SHEFFIELD, ENG.**

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for car lots.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $ 6.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

BLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" R'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 n.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs "	4 75	4 75
No 1, casks, per 100 lbs	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal		0 13½
Water white "		0 15½
Pratt's astral "		0 17½
Castor oil per lb	0 08	0 08½
Motor Gasoline single bbls		0 12½
Benzine, per gal single bbls		0 15½
Turpentine, single barrels	0 78	0 80
Linseed Oil, " raw	0 73	0 72
" " boiled	0 76	0 75

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize" Interior Finish	3 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Conaline	2 50
Flat tine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 00
Stovepipe varnish, ½ pints, per gross	3 00

Beeswax, per lb., 40 cents.

Pine tar, half pint tins, 60 cents per doz.

Plaster of Paris, per bbl., $2.30.

Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 80 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 85	6 10
Elephant Genuine	5 85	6 10
Lil Pure	5 40	5 55
Tiger Pure	5 50	5 60
Monarch (Windsor)		7 00
Essex Genuine		6 60
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P. lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 75
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	8 00	9 00
Double bit, "	9 00	11 00
Bench Axes	8 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 08
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent. 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no 28 ba l, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Z nith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 1

Agricultural, not wider than 4 in., 75 per cen

Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list		Per cent.
" " ½ and smaller		70
" " 7-16 and up		60
" " Norway Iron ($3 list)		60
Machine Bolts, ½ and less	60, 10 and 10	
Machine Bolts, 7-16 and up	60	
Plough Bolts	55, 5 and 10	
Blank Bolts	60	
Bolt Ends	60	
Sleigh Shoe Bolts, ½ and less	60 and 10	
" " " 7-16 and larger	55 and 5	
Coach Screws, new list	75	

Nuts, square, all sizes, 4½c. per lb. off

Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., 5½ to 6c.

Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 85
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 5 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	05
2 Ply complete, per roll	25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cane, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

IT'S NOT TOO LATE

to send for some of these child's

THREE-PIECE SETS

which are exceptional value and sure sellers at this season.

Each article is heavily plated with pure silver and very artistically finished.

Send for complete catalogue.



McGLASHAN, CLARKE COMPANY, Limited - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Laforge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch...per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch ...per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.
Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil camp stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast...per doz. 6 75
Lift, Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 5 lb., 18 inch, $8 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 05
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	2000
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		1
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9



CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell? **The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.**

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33 0 45
Stag'ng "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb.	0 32½

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
odel window screens, 14x22, open 36½	2 25
Minches	

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch	"	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb. 0 25	0 37
Hindostan	" 0 06	0 10
" slip	" 0 18	0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton		20 00 22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 68 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822 66 ft. ea.	1 10
" Metallic No. 1821	1 95
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TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

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New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
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Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge 3 year, 11 in	45 75
Ottawa, 3 year, 11 in	52 00
Favorite 5 year, 1 in	53 00

20 per cent.

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Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

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Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
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Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

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Canadian, 50 per cent.

INDEX TO ADVERTISERS

American Shearer Co. 21
Anti Splash Filter Co 21
Armstrong Bros. Tool Co. 22
Atams, E. C., & Co. 1
Atlas Mfg. Co. 22
Aylmer Pump and Scale Co. 12

Barber Asphalt Paving Co. 2
Barnett, G. & H. Co. ..... outside back cover
Bemis & Call Hardware & Tool Co. 19
Boker, H. & Co. ..... outside front cover, 28
Boston & Lockport Block Co. 19
Bowser, S. F., & Co., Ltd. 61
Brandram-Henderson, Ltd. 55
Brantford Roofing Co. 11
Brown-Boggs & Co 9
Bryan, Thos., Ltd. 13
Buffalo Mfg. Co. 61
Burrow Stewart & Milne Co., Ltd. .. 14 23

Cameron & Campbell 22
Canada Foundry Co. 12
Canada Metal Co. 11 27
Canada Paint Co. 58
Canada Screw Co. 69
Canada Steel Goods Co. 6
Canada Wire Goods Mfg. Co. 22
Canadian Pacific Railway Annual Ex. 30
Canadian Hart Wheels 21
Canadian Logging Tool Co. 9
Canadian Rubber Co. ..... outside back cover
Canadian Sales & Mfg. Co. 22
Carter-Crume Co. 21
Caverhill, Learmont & Co. 7
Chicago Flexible Shaft Co inside front cover
Chicago Spring Butt Co. 1
Clare, Little & Co. 21
Clauss Shear Co. 69
Collins Mfg. Co. 21
Copp, W. J., Sons & Co. 49
Coulson & Blakie 21
Covert Mfg. Co. 22

Davidson, Thos., Mfg. Co. 17
Decatur Bull & Co. 11
Dieckmann, Ferdinand 29
Directory of Manufacturers 23, 24
Disston, Henry, & Son 16
Dods, P. D. & Co. 65
Dominion Cartridge Co. 32
Dominion Wire Mfg. Co. 26

Dorken Bros. ..... outside front cover, 34
Dougall Varnish Co. 59
Dowswell Mfg. Co. 72
Dubuc, L. E. 20

Enterprise Mfg. Co. 16

Ford Auger Bit Co. 20
Frothingham & Workman, Ltd. 4

Galt Art Metal Co. 61
Gendron Mfg. Co. 25
Gibb, Alexander 21
Gilbertson, W., & Co. 29
Gillette Safety Razor Co. 10
Gourack Ropework Co. 21
Greening, B., Wire Co. 23
Grove Chemical Co. 20
Gurney Foundry Co. 17
Gutta Percha & Rubber Mfg. Co. ..... outside back cover

Hallam, John 21
Hamilton Bridge Co. 62
Hamilton Cotton Co. 29
Hamilton Rifle Co. 28
Hamilton Stamp & Stencil Works 19
Hanson-Tilley, J. H., Co. 10
Harris, J. W., Co. 65
Hart & Cooley 13
Heinisch, R., Sons Co. 28
Hemphill, T. W 21
Hingston Smith Arms Co. 49
Hobbies, Ltd. 27
Howland, H. S., Sons & Co. 5
Hoyle, Robson, Barnett & Co. 53
Hutton, Jas., & Co. 20

Imperial Varnish and Color Co. 54
International Varnish Co. 57

Jack, Watson, & Co. 20
James & Reid 21
Jardine, A. B., & Co. 26
Jessop, Wm., & Son 20
Johnson's, Iver, Arms and Cycle Works 57
Jones Bros. 22

Kains, J. M., & Co. 21
Kemp Mfg. Co. 32
Kerr Engine Co. ..... inside back cover
Langwell & Sons 23
Leslie, A. C., & Co. 53
Lewis Bros., Ltd. 7

Lion Metal Co. 12
Lockerby & McComb 18
London Foundry Co. 24
London Rolling Mill Co. 53
Lufkin Rule Co. ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co. 66
McBrien Mfg. Co. 22
McClary Mfg. Co. 14, 17
McDougall, R., Co. 12
McGlashan-Clarke Co., Ltd. 68
McKinnon Chain Co. 28

Manufacturers' Sales Co. 20 21
Maple City Mfg. Co. 61
Martin, S. B. 23
Martin-Senour Co. 60
Maxwell, D., & Sons 6
Metal Shingle and Siding Co. 19, 60
Metallic Roofing Co. 2
Montreal Rolling Mills Co. 55
Montreal Smelting and Refining Works 22
Moore, Benjamin, & Co. 57
Morris & Bailey Steel Co. 62
Morrison, James, Brass Mfg. Co. 31

National Hardware Co. 65
Newman, W., & Sons 21
Nicholson File Co. 71
Nickel Plate Stove Polish 19
Nixon & Winterbottom 67
North Bros. Mfg. Co. 1
Nova Scotia Steel and Coal Co. 53

Oakey, John, & Sons 26
Oneida Community 10
Ontario Lantern and Lamp Co. 25
Ontario Wind Engine and Pump Co. 21
Orford Copper Co. 26
Oshawa Steam and Gas Fittings Co. 20
Otterville Mfg. Co. 12
Owen Sound Wire Fence Co. 11

Page Wire Fence Co 8
Parmenter Bullock Co., The 22
Pearson, Geo. D. & Co. 22
Pease Foundry Co. 47
Pedlar People of Oshawa 21 22 23
Pelton, Godfrey S. 59
Penberthy Injector Co. 23
Pender, Jas., & Co. 22

Peterborough Lock Co. ..... inside back cover
Pink, Thos. 63
Plymouth Cordage Co. 23

Ramsay, A., & Son Co. 59
Record Foundry Co. 15
Robertson, Jas., Co., Montreal 62
Rodgers, Jos., & Sons 22
Ross Rifle Co. 72
Ryan, Robt. Co 19

Samuel, M. & L., Benjamin, & Co. 64
Schultz Mfg Co., The 13
Seymour, Henry T., Shear Co. 29
Sharratt & Newth 28
Sherwin-Williams Co. 49
Simonds Mfg. Co. 25
Simonds Canada Saw Co. 13
Smith Hardware Co. 8
Spramator Co. 59
Stairs, Wm., Son & Morrow 71
Standard Chain Co. 62
Standard Paint and Varnish Co. 59
Stanley Rule and Level Co 10
Star Expansion Bolt Co. 10
Steel Trough and Machine Co. 22 30
Stephens G. F. 47
Stevens-Hepner Co. 60
Stewart, Jas., Mfg. Co. 18
Still, J. H., Mfg. Co. ..... inside back cover

Taylor-Forbes Co. ..... outside front cover
Terry, Herbert, & Sons 18
Thompson & Gunn 21
Toronto Furnace and Crematory Co. 30
Toronto Plate Glass Importing Co. 22

U.S. Fire Protection Co. 12
U.S. Steel Co 31

Want Ads 51
Warren Mfg. Co. 22
Watson Jack, & Co. 20
Wickes, Martin, Wilckes Co 8
Wostenholm's Cutlery 13
Western Wire and Nail Co. 22
White Mop Wringer Co. 30
Whitman & Barnes Mfg. Co. 63
Wiebusch & Hilger, Ltd. 23
Wilckes, Martin & Wilckes 71
Winnipeg Ceiling and Roofing Co. 47
Winnipeg Paint and Glass Co., Ltd. 49
Wright, E. T., & Co. 26

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Fo d Auger Bit Co., Holyoke, Mass.

Ash S fters
The McBrien Mfg. Co., Ltd., Toronto

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Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Star Expansion Bolt Co., New York

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Stevens-Hepner Co., Port Elgin

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Onta io Lantern and Lamp Co., Hamilton, Ont.

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Taylor-Forbes Co., Guelph, Ont.

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Caus.
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Cha n
Decatur Bull & Co., Montreal.

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Ryall Tool Co., Montreal.

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Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
M xwell, David, & Sons, St. Mary's, Ont

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The . S Rol'ston Hardware Specialty Co., Vancouver, B.C.

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Carter-Crume Co., Toronto.

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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The Galt Art Metal Co., Galt, Ont.

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Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

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Star Expansion Bolt Co., New York

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E ectrical Spec alties Ltd., Toronto

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Kemp Mfg. Co. Toronto.
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Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montre
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

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The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills Montreal.

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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson, Jack & Co., Montreal

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Disston, Henry, & Sons, Philadelphia, Pa.
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Otto Bernz, Newark, N.J.

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McClary's, London, Ont.
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Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
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Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Ryall Tool Co., Montreal

Glue.
Grove Chemical Co., Appley Bridge, Eng

Handles.
Still, J. H., Mfg. Co.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges
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Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

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Jas. Pender & Co., Ltd., St. John, N.B.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
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E Fielding, Toronto

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Thompson, B. & S. H. & Co. Montreal.

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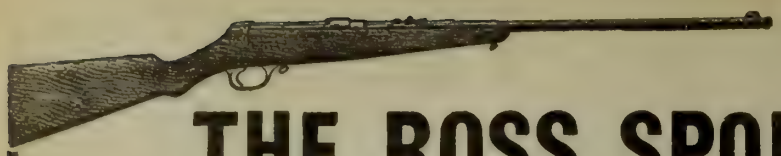
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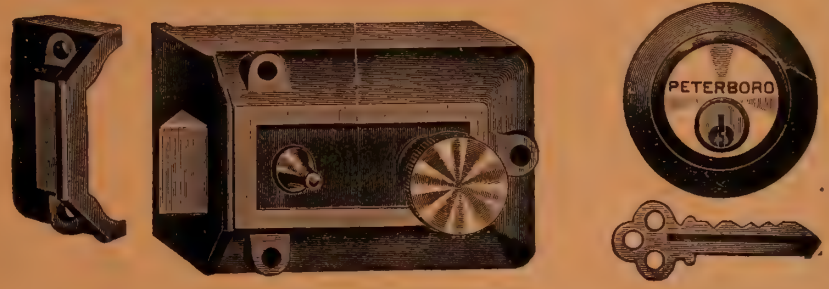
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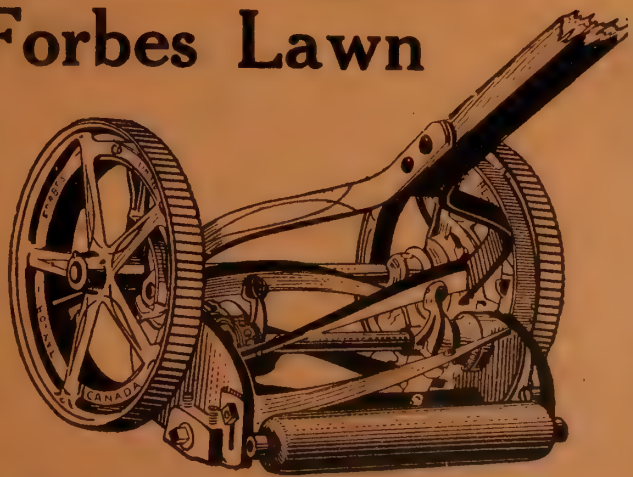
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The article was prompted by the statement of a contributor to the "Lancet" that he had noticed that clean-shaven persons enjoy a kind of immunity from common colds, or are less frequently attacked than those who cultivate a mustache.



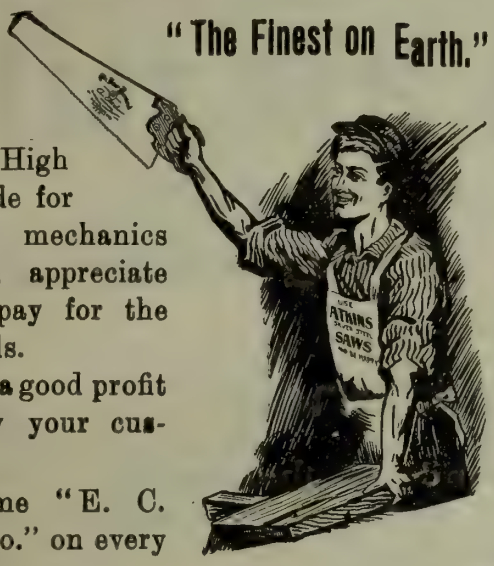
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THEY EXCEL IN
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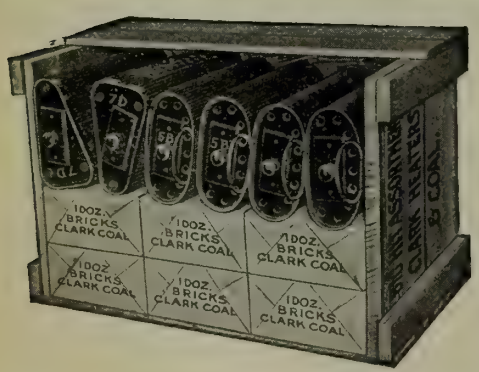
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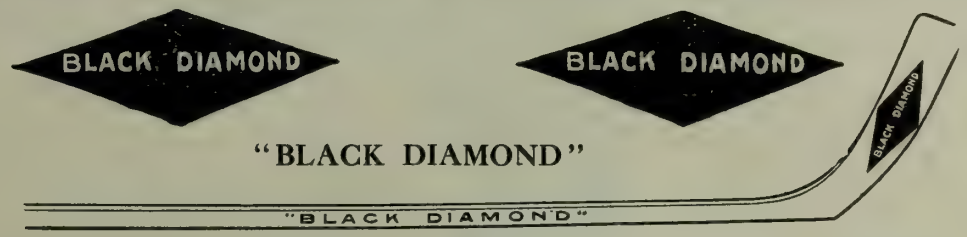
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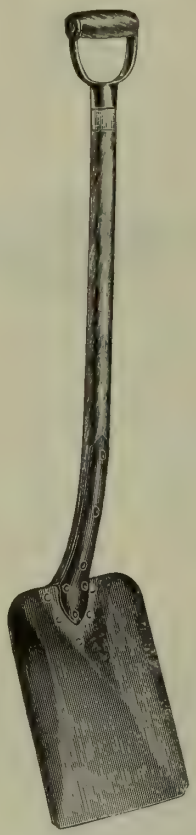
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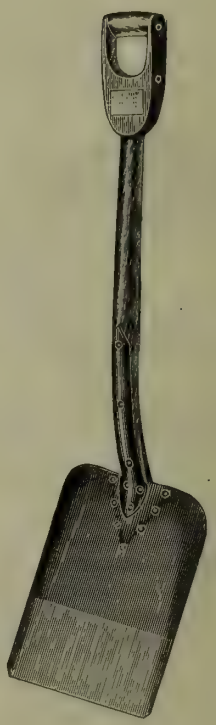
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Never before have our customers had such a holiday trade, and never before have we had such handling of goods. And it affords us gratification to say it—never before has there been such adequate service at this end and such general satisfaction.

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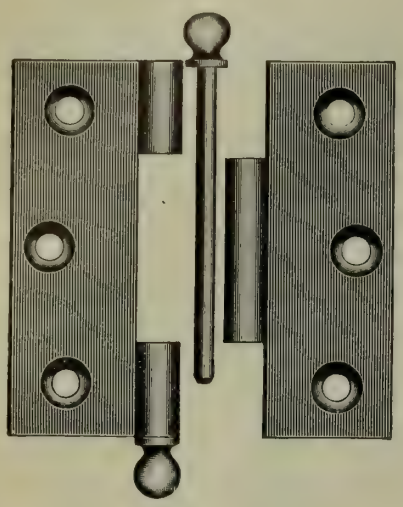
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is the potent force that has placed

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in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

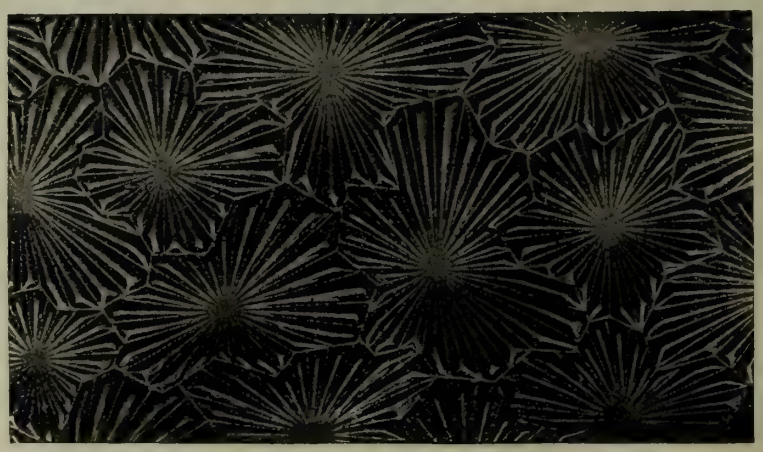
cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.

MANUFACTURERS, - - HAMILTON, CANADA

FIGURED GLASS

We can supply this Pattern in White, Pink, Amber and Green. Prompt Shipment a Specialty



LARGE MURANESE

We have a large and well well-assorted stock of figured glass, and can make shipments same day order is received if desired.

Send us your next order.

The HOBBS Manufacturing Co., Limited

WAREHOUSES AND FACTORIES

TORONTO LONDON WINNIPEG

FLOWER DE LUCE PATTERN

COMMUNITY SILVER

PLATED HEAVIER THAN TRIPLE



In ordinary use will wear a lifetime.

Each piece

LOOKS LIKE STERLING

Can be engraved like Sterling. So deep is the silver the engraver's tool will not cut through.

MOST ARTISTIC DESIGN

So different to common plated ware

Although so heavily plated, Community Silver costs little more than ordinary plate.

To be had in Tea Spoons, Dessert Spoons, Table Spoons, Dessert Forks, Table Forks, Coffee Spoons, Sugar Shells, Butter Knives, Berry Spoons, Pie Knives, Gravy Ladles, Soup Ladles, Cream Ladles, Orange Spoons, Salad Sets.



Community Silver is easily sold. It is well advertised.

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MONTREAL and WINNIPEG

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BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



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Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASSFOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

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Architects' Own Designs and Special Requirements Carefully Executed

HIGH ABOVE ALL OTHERS

CORBIN

EXTRUDED METAL

PADLOCKS

QUALITY SECURITY And STRENGTH

Manufactured By

CORBIN CABINET LOCK CO.

NEW BRITAIN, CONN.

NEW YORK CHICAGO PHILADELPHIA

H&R ARMS CO

Permit us to call your attention to our latest production which we illustrate herewith. A high grade, small bore, double barrel, hammer gun. It just fills the bill for small game, precisely what the sportsman has always wanted. It is an ideal gun for field and brush shooting. Also for ladies' use.



All the best features of high-priced guns, including checked, imported walnut stock and fore-end, 28 gauge, 28-inch barrel, standard factory loads, black or smokeless powder, weight about 5¾ lbs.
44 calibre, 26-inch barrel, 44 W.C.F. shot cartridge or 44 X.L. shot cartridge, weight about 5¼ lbs.
Get this new gun in stock at once so that your line may be complete.
Our new and beautifully illustrated catalogue of 40 pages contains valuable selling points and shows our complete line. We want you to have it. Write for it to-day.

Harrington & Richardson Arms Co., 615 Park Avenue, **Worcester,** Mass., U.S.A.

Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Don't Place Your Order

for Spring Supplies until you have seen our exhibit at the Hardware Convention in London next February. You will also find a hearty welcome at our warehouses any time, and you will find there a very wide variety to select from.

Ask the Man Who Uses the Brush About Bryan's

Thomas Bryan, Limited, London, Ontario

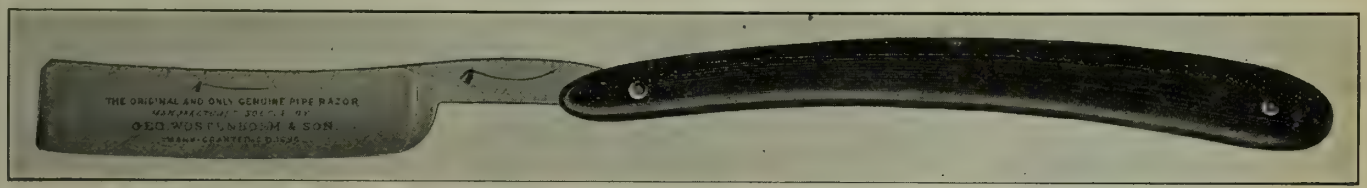
Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

WOSTENHOLM'S CUTLERY

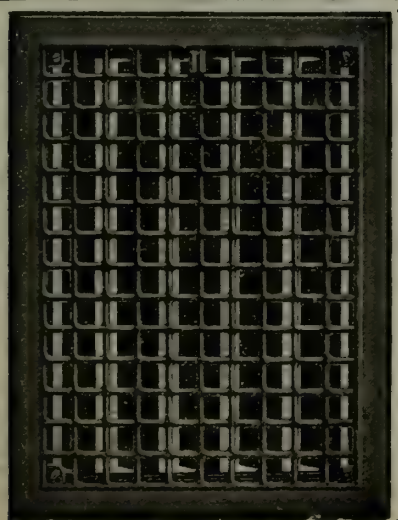
Stocked by All the Leading Jobbers

"I-XL" Pocket Knives, Table Knives, Carvers and Razors. Also the Old Original "Pipe" Razors, in Medium and Full Hollow-Ground, still the best in the World.

Trade Mark registered at Sheffield in 1694.



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All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

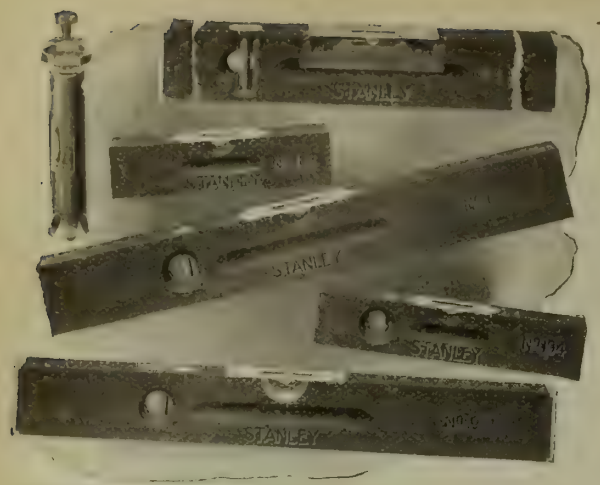
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The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK. Office: CHICAGO, ILL.





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Stanley Plumbs and Levels, both adjustable and non-adjustable, are made of thoroughly seasoned and selected stock and have many special features which appeal to the workman. Made in all styles and sizes for CARPENTERS, MASONS, PLUMBERS, MACHINISTS, MILLWRIGHTS, etc.

The name STANLEY appears on every tool we manufacture and is a guarantee that for quality of workmanship and material they have no equal.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels and as fast as practicable, to these will be added other lines of tools shown in our catalogue.

ADDRESS ALL COMMUNICATIONS TO

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

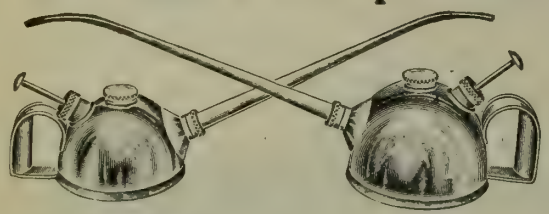
Brantford Roofing Co., Limited
Brantford, Ontario

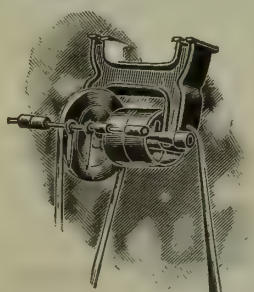
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"SPECIAL CALENDAR"

"Selling Brantford Roofing is like putting money in a bank."

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

MORE TRAPPING

will be done this fall than ever before. Get your share of the

PROFIT

by ordering now a complete stock of

ONEIDA COMMUNITY GAME TRAPS



NEWHOUSE, HAWLEY & NORTON, VICTOR and ONEIDA JUMP PATTERNS.

INTEREST THE BOYS

by making a window display. It will increase your sales. Many dealers have already asked for specifications and cards for their windows.

WRITE NOW

ONEIDA COMMUNITY, Ltd., Niagara Falls

When ordering cut chains give the No. of pattern and length over all

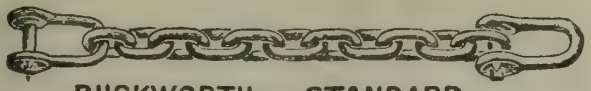


No. 1 BUCKWORTH STANDARD.



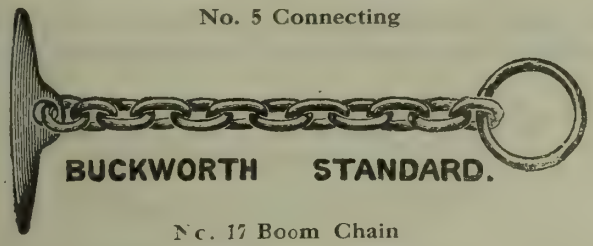
BUCKWORTH STANDARD.

No. 3 Stud Link



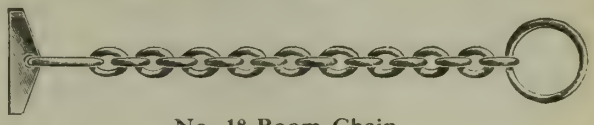
BUCKWORTH STANDARD.

No. 5 Connecting



BUCKWORTH STANDARD.

No. 17 Boom Chain



No. 18 Boom Chain



No. 7 Log or Ox



No. 9 Log or Binding



No. 10 Log Chain

"BUCKWORTH" Chains are made by experienced workmen from carefully selected material. All Chains are tested by hydraulic machinery, thereby making them absolutely safe to a standard test.

Made in Proof Coil, "B" "BB" "BBB"; Dredge or Crane, Pulley-block, Close and Stud Link, Timbering, Boom and Rafting, Railroad and special Switch and Safety Chains. Also any Chains required made to drawings.

WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

Hardware Buyer

Wanted for Responsible Position

Must have some knowledge of salesmanship and be able to supervise and plan advertising campaign in Trade Newspapers, also the preparation of booklets and circulars issued by firm from time to time.

Applicant should be familiar with United States and English goods which could be sold to Canadian Hardware Trade.

State fully, experience and salary expected.

Box 926, Hardware and Metal
TORONTO

"Safe-Lock" and "Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.
BRANDON, MAN



Thousands of Lives

sacrificed every year in fires could have been avoided if the

DAVY AUTOMATIC FIRE ESCAPE

had been installed. It is equally efficient in any building. Its action is simple and it cannot go wrong. Awarded the $100 prize in the recent Commercial Travellers' Contest. A line you can demonstrate and handle with good profit.

Write for Booklet

U. S. FIRE PROTECTION CO.
Utica, N.Y., U.S.A.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

Lion Brand



Purity Strength

BABBITTS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount

THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

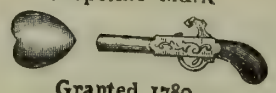
CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
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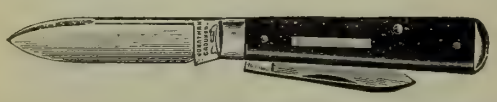
Jonathan Crookes & Son

Corporate Mark

Sheffield  **England**

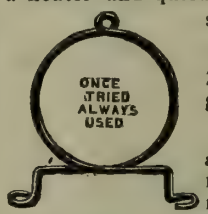
Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

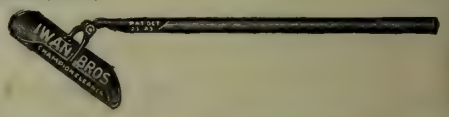
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make a neater and quicker job of your spout hanging than tin strips.



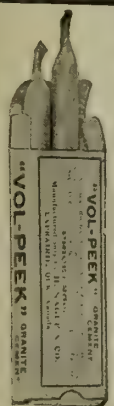
Holds the pipe firmly on all sides. 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work **Iwan's Adjustable and Stationary Drain Cleaners** are the most practical and labor saving on the market.

ASK YOUR JOBBER FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.



"VOL-PEEK"

GRANITE CEMENT

For Mending Holes in Pots and Pans

A mighty good, profitable line. There is always sale for it, and, what is more, you can sell twice to the same woman.

Sells for 25c. a package

Inquire prices direct if your jobber cannot supply you

H. NAGLE & COMPANY
LAPRAIRIE, QUE.

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

A SAW SET FOR EVERY SAW.

"SPECIAL" for Hand Saws.
No. 1 " " "
No. 3 " Cross Cut Saws (Single Tooth)
No. 4 " " " (Double Tooth)
No. 5 " Timber and Board Saws,

CHAS. MORRILL - 271 Broadway - NEW YORK

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not SNAP in weather changes, is better galvanized than any other wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

THREAD, FIT and **FINISH** are perfect in



WATCH FOR THE DIAMOND

WHOLESALE ONLY

DIAMOND BRAND FITTINGS

THE OSHAWA STEAM AND GAS FITTINGS CO., Limited

OSHAWA, - - - CANADA

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
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Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

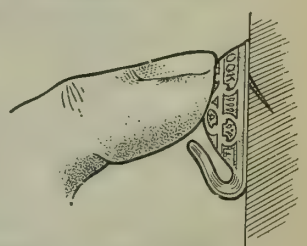
108 Cabot Street, HOLYOKE, MASS., U.S.A.

THE HANDIHOOK IS A SURE SELLER

"DON'T LOOK FOR A HAMMER! DON'T SCREW IT IN!"
THATS WHAT TO TELL YOUR CUSTOMERS ABOUT IT.

Simply press the Handibook with your thumb. That's all it needs. Once up, it'll hold 10 pounds as easily as it does an ounce. And it won't disfigure your wall or woodwork

For hanging the hundred and one things around the home, office, store or factory, the Handihook is the best hook ever devised. Can't be beaten for hanging pictures, signs, calendars, coats, waists, skirts, whisks, towels, reference books utensils, etc. Made in gun metal, nickel and antique copper.





WRITE US FOR PARTICULARS. SAMPLE ON REQUEST.

THE MANUFACTURERS' SALES CO

Sole Distributers for Canada.

F. H. REID, Mgr. - - Birks Building, Montreal

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

JOSEPH RODGERS & SONS,

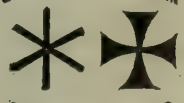
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal



BIG MONEY

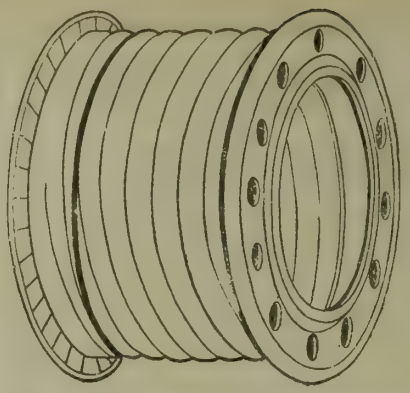
on goods handled is desired by all grocers. Being made in Canada, and having to pay no duty,

Royal Polishes

yield a greater profit than any other similar line.

ROYAL POLISHES COMPANY

MONTREAL



O.K. THIMBLES

Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

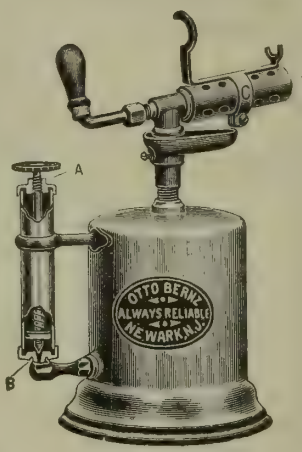
METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder, either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ

13th St., Newark, N. J.

THE RETAILERS classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.



"JEWEL" STOVES and RANGES

The Ideal Jewel Heater With Its New 1909 Dress

Dress does not make the man, neither does it make the stove, but it certainly improves the appearance of both man and stove.

The Ideal Jewel has been on the market for a number of years and proved itself a Perfect Heater in every way. Now, that it has been redressed, it is one of the handsomest and most thoroughly reliable heating stoves on the market.

Mr. Stove Dealer—If you expect your full share of the fall trade you must keep your stock up-to-date. The Ideal has every modern improvement known to the stove trade. With or without oven.

Manufactured by

The Burrow, Stewart & Milne Co., LIMITED

Hamilton, Canada



"Christmas time I have always thought of as a good time—a kind, forgiving, charitable, pleasant time." —Charles Dickens.

Wishing

All our Customers a

Joyous Christmas

and a

Prosperous New Year

John Shaw & Sons, Wolverhampton, Ltd.
ENGLAND

J. H. Roper
Canadian Representative
82 St. Francois Xavier St., MONTREAL



The "Famous" Base Burner

—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N. B.
Montreal, Winnipeg, Hamilton, Calgary.

Disston

We received the Highest Awards—Grand Prix and Gold Medals—at Alaska-Yukon-Pacific Exposition, Seattle, Washington, 1909.

HENRY DISSTON & SONS, Inc.
(Keystone Saw, Tool Steel and File Works)
Philadelphia, U. S. A.



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO. LIMITED

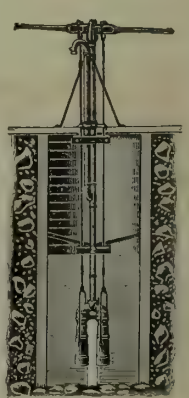
Galt, Canada

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**

This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.



Easy Working

Always Primed

Never Freezes

In case of fire this pump has no equal.

THIS CUT represents our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



With Best Wishes for A Merry Christmas and A Happy and Prosperous New Year

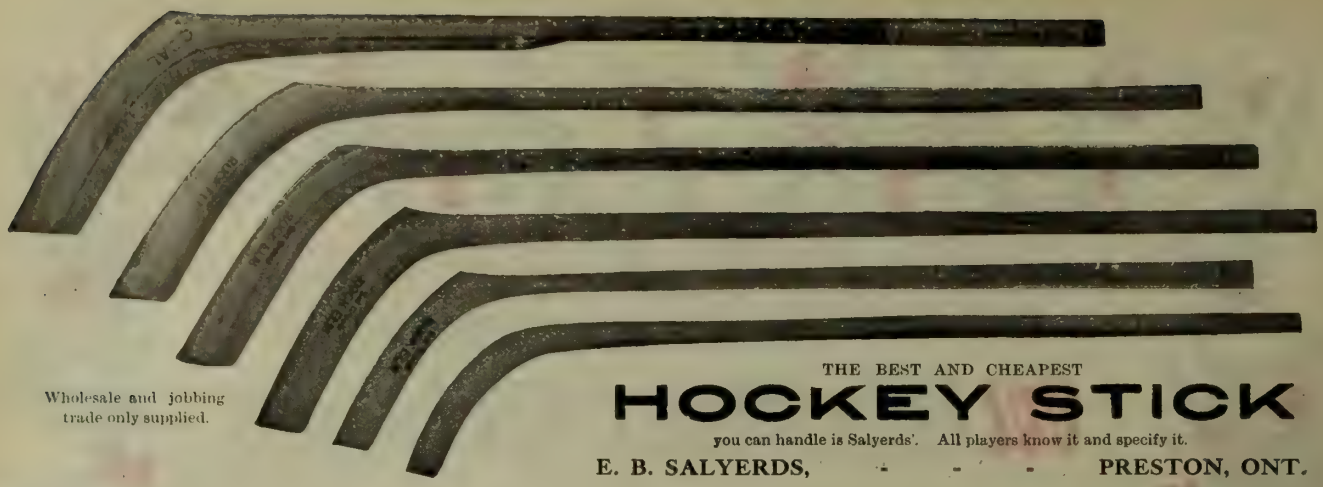
Kemp Manufacturing Co.

Corner Gerrard and River Streets

Toronto, Canada

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., Winnipeg, Man.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St , Montreal, Que.



Wholesale and jobbing trade only supplied.

THE BEST AND CHEAPEST

HOCKEY STICK

you can handle is Salyerds'. All players know it and specify it.

E. B. SALYERDS, - - - PRESTON, ONT.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



No. 9 IS THE PRETTY STYLE

FOR THE NEW SEASON

But prettiness in a Screen Door is but one attribute. It's the strength, the durability, which will commend the door to particular hardwares.

The material is clear pine, absolutely free from imperfections. This fine stock has a faultless surface after being put through our machines.

OUR SKILLFUL JOINING ERECTS RIGID DOORS.

Now, our finishing is not just a process to give the work a gloss. Each coat of finish is applied after the former has dried.

OUR DOORS WITHSTAND WEATHER.

THE ATTRACTIVE OVAL IN THE UPPER PANEL ADDS CONSIDERABLE STRENGTH.

Sanderson-Harold Co., Limited

Refrigerators, Screen Doors and Windows

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HAVE YOU A COPY OF OUR NEW CATALOGUE?

BANNER
TRADE MARK.

"Ontario" Candle Lanterns

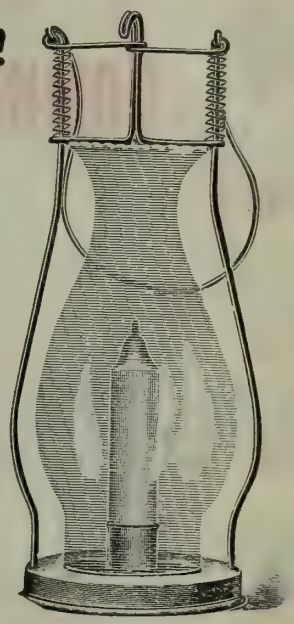
So handy !! Won't blow out!

A good 25c. leader



Are packed complete with candles, are fire-proof, non-explosive and ever ready,

ASK ANY JOBBER



Ontario Lantern & Lamp Co., Limited

Hamilton **Ontario**



Two Collapsible Go-Carts

that will prove ready sellers.

On the left, No. 295. List $7.50. With hood, wood handles, seat and back. Gear is stationary, but upper part of body folds.

On the right, No. 294. List $8.20. Wood handles, with hood attached to same. Hood and cart fold with one motion.

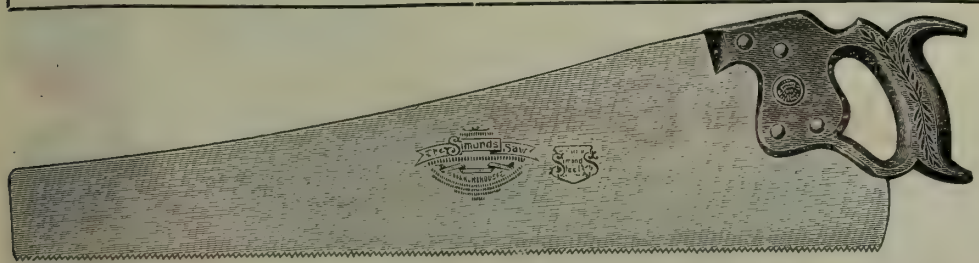
Many other CENDRON SPECIALTIES which are certain business bringers.

Made in Canada. Write for Catalogue

GendronManufacturingCo.

Toronto, Canada





SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

THE HOME OF THE

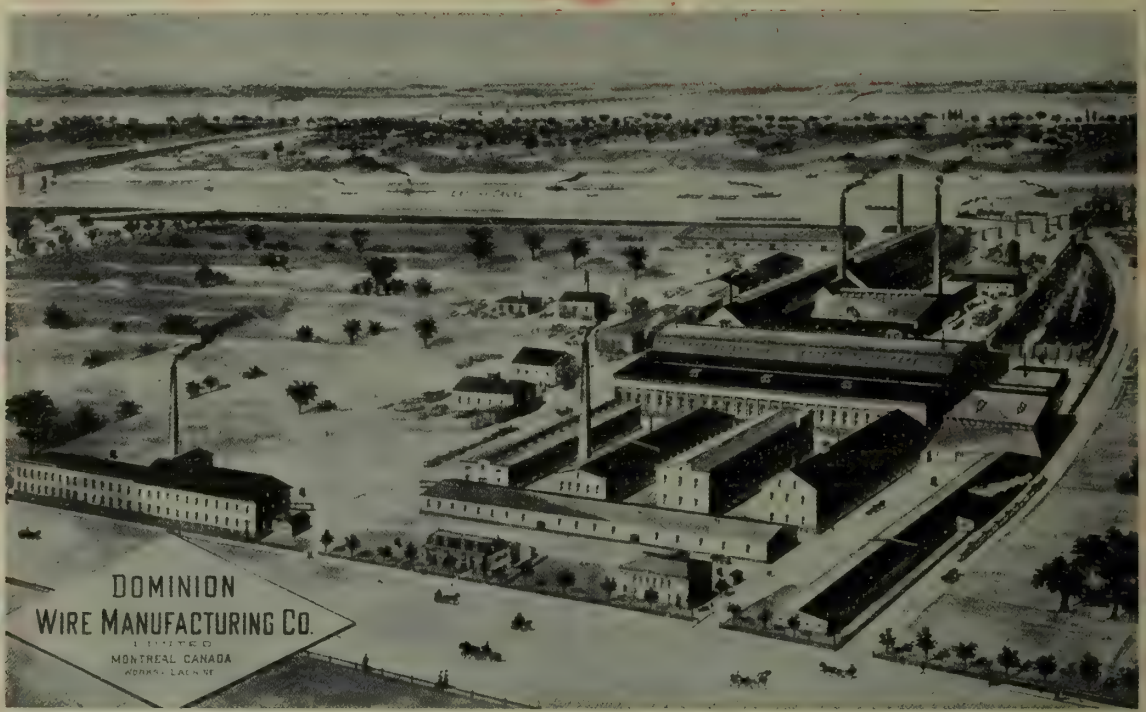
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LIMITED

Works:
LACHINE

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

Head Office:
MONTREAL



"Heap on more wood, the wind is chill, but let it whistle
as it will we'll keep our Christmas merry still."—*Sir Walter Scott.*

North = South = East = West

We extend to our many friends
the good old
Christmas Greeting
and the sincere hope that the
New Year will be in every way a
Happy and Prosperous One.



A Merry Christmas

and a

Prosperous New Year

UNITED STATES STEEL PRODUCTS
EXPORT COMPANY
MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.





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442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

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The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordmary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

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MAKE MORE MONEY!
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES BROS. FOUNDRY CO.
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FURS Do you trap or buy Furs? I am Canada's largest dealer, I pay highest prices. Your shipments solicited. I pay mail and express charges; remit promptly. Also largest dealer in Beefhides, Sheepskins, etc. Quotations and shipping tags sent free.
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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

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We are now installed in our new building, and will have much better facilities than ever before for giving all our customers prompt and efficient service. Following are some of our leading lines:
Sprayers, Thimbles, Drums,
Air-Tight Stoves, Vacuum Cleaners
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Open to represent a first-class Hardware Specialty. Highest References.

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Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

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333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS and "IDEAL" Hot Air FURNACES
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Smelters and Refiners of all Metal Products

Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.

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JAMES PENDER & CO., Ltd.

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Manufacturers of

Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada

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BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g Co., Limited

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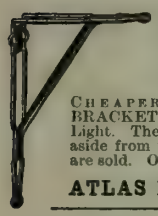
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GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or thro gh your jobbers.

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GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retai at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware spe ialties.

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Get this FREE Book before you build. Tells why fireproof metal material is cheaper from first to last—tells why one kind is the cheapest it's safe to buy. No matter what you mean to erect or repair, indoors or out, send for book. Ask nearest office

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Oshawa Metal Ceilings Fit for the finest building. Cost little enough. Reduce fire-risks. Two thousand designs for stores, halls, warerooms, churches, residences, etc. Write for handsomely illustrated book showing exclusive Pedlar designs.

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No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

SOLDER

HOW ABOUT SOLDER?

Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

The Condensed Ads. in Hardware and Metal bring results

STOVE REPAIRS.

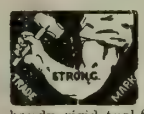
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Fire Clay — and Water Fronts
Asbestos Cement
Brick for Fire Places

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OUR OFF-SET
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Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

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VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

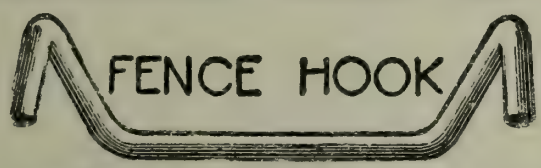
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FOR SALE BY DEALERS EVERYWHERE

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

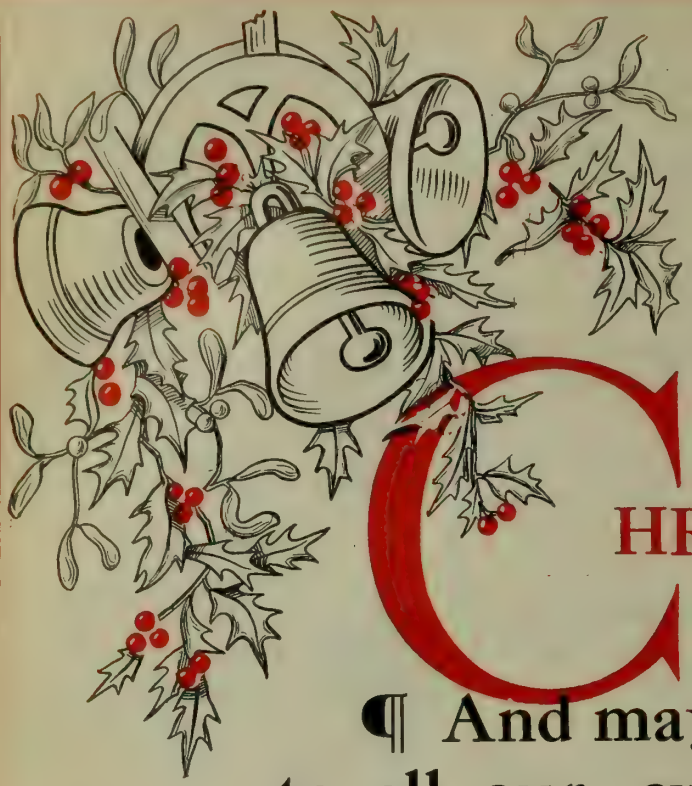
The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO



SO may each year be happier than the last, and not one meanest brother or sister debarred of his share of the great Creator's good gifts!

—CHARLES DICKENS.

CHRISTMAS comes but once a year

¶ And may it bring good cheer to all our customers and friends throughout the Dominion.

¶ Those of our customers who came through the year with their prospects of prosperity amply fulfilled, we wish for them a continuance of the same; to those whose fortune was not what it might have been, we sincerely hope and trust that the new year will give to them all that they might have wished for in the past.

JAMES HUTTON & CO.

MONTREAL

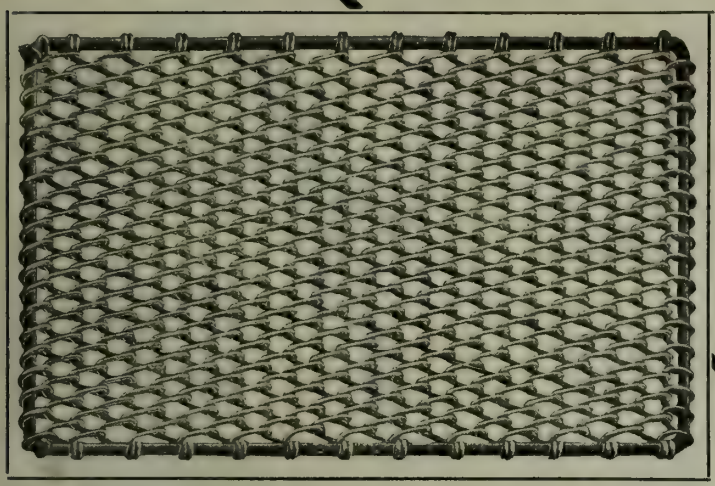
December days are dirty days!

and your customers want protection from the nuisance of mud, snow and ice. The very thing to sell them is the

"SIMPLEX" MAT

which is strong, well woven and efficient, and should be in every residence, store, school and office.

You can save money by buying now at reduced prices. Order at once.



The B. Greening Wire Co.
LIMITED
Hamilton, - Ontario

SOME OTHER GOODS WE MAKE ARE—Wire Rope, Chains, Poultry Netting, Fencing, Lathing and Reinforcing, Screen Cloth—painted, bronze and galvanized, Foundry Riddles and Steel Wire Brushes, Staples, Springs, Window Guards and Signs, Perforated Sheet Metals, Wire Cloths—all grades, Wire—all kinds, and Wire Work of every description. All of the highest quality.

WE ISSUE CATALOGUES FOR EACH OF ABOVE LINES
SEND FOR THE ONE YOU REQUIRE

Catalogue of 128 pages, showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.

IMPERIAL STANDARD SCALES

Wagon Scales from 3 to 15 tons capacity of the very best pattern and strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers

The Burrow, Stewart & Milne Co., Limited
Hamilton, Ontario.

SELL DENNIS IRON STABLE FITTINGS

There is a growing demand for them. Whenever new stables are being built or old ones remodelled or renovated, our stable fittings should be introduced.
They give the stable a modern, attractive appearance, make it thoroughly sanitary and wholesome—and they never wear out.
We make a special feature of this line and quote prices that make it possible to furnish a stable in a complete modern style at a very moderate cost.
Send for Special Booklet and Price List—with terms and discounts to dealers.

DENNIS WIRE & IRON WORKS CO., LIMITED
LONDON, CANADA
Toronto Office, 103 Pacific Bldg.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
313 New York Life Building - MONTREAL

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec, 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18 15and the "Atlantic Express" at 8.00 daily, making connections at Montreal for all points East thereof.

Apply to the Nearest C.P.R. Agent for Full Information.

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.



ROWE Sanitary Lavatory

A MODERN LAVATORY WITH OUT PLUMBING EXPENSE

The Rowe Sanitary Lavatory costs less than washstand, bowl and pitcher, and is infinitely more convenient. Looks just like a running water lavatory and is practically as useful. Consists of a rustless, galvanized iron tank, with plate mirror front; white porcelain basin; galvanized iron pedestal, enameled white inside and out; nickel-plated brass fittings, nothing to break or rust. Perfectly sanitary. Placed anywhere without injuring wall or floors. Indispensable in country houses, hotels, etc.

AGENTS WANTED EVERYWHERE.

Live dealers can secure sole agency for locality by applying now. This is the best proposition on the market to-day.

The STEEL TROUGH AND MACHINE CO. Limited

TWEED, ONTARIO



THE

"DAISY"

INDOOR SANITARY EARTH CLOSET



Meets a very long-felt want and should be in every house where a water closet is impracticable. It is neat, compact and ventilated, and being made of metal, it cannot be permeated by any odours. Every hardware man should handle this rapid seller.

PRICE $10.00

Liberal Discounts to the Trade. Send for Circular.

THE TORONTO FURNACE & CREMATORY CO., Ltd.

72 King St. East, Toronto.



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York





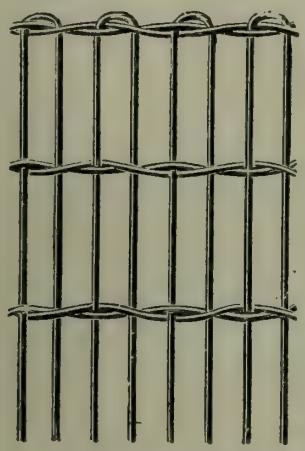
This Trade Mark Insures Genuineness Originality Perfection Satisfaction

There's a Steady Demand for Wire Goods!

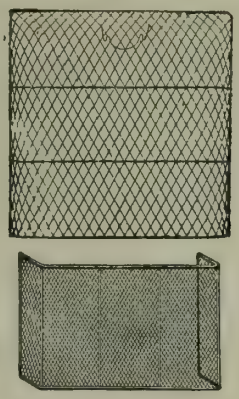
We can show you how to satisfy that demand and make a good profit out of the deal if you are handling

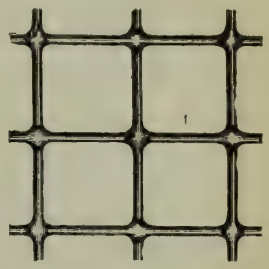
CANADA WIRE GOODS

We are makers of every kind of Iron, Steel, Brass and Copper, Wire Cloth and we are prepared to quote you on wire work of every description, crimped or pressed.



Our line of Spark Proof Fire Guards and Fenders is complete and of the highest quality.





Do not fail to get our prices before ordering. We know we can convince you of our values. Let us give you the chance to do so.

We take this opportunity of wishing our many friends and customers in the hardware trade a Very Merry Christmas and a Happy and Prosperous New Year.

Canada Wire Goods Mfg. Co., Hamilton, Ont.

NICKEL PLATED



Nickeled Copper Coffee Pot.

Tea and Coffee Pots and Tea Kettles

Packed Separately in Card-board Boxes



"Climax" Nickel-plated Tea kettle.

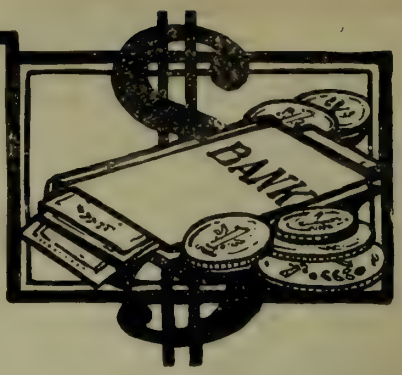
Attractive Design **Heavily Nickeled** **Handsomely Finished**

McCLARY'S

London Montreal Toronto Winnipeg Vancouver Hamilton St. John, N.B. Calgary



A Big Bag of GAME Equals Money in the BANK



THE SHOOTER of Dominion shells bags his game.

THE SELLER of Dominion shells makes a profit. Day after day he gains satisfied customers.

Are *you* one of the dealers who are enjoying some of these profits?

If not, why not?

A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal.

Dominion
IMPROVED & PROVED
Ammunition

TRADE MARK J.M.T. REGISTERED

To our customers and friends, we wish you all the joy that the Christmas yule-tide brings and the blessings of a happy and prosperous New Year.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The Makers of "High-Grade Plumbers' and Engineers' Brass and Iron Goods.

THE JAS. MORRISON BRASS MFG. CO. LIMITED
TORONTO ONT.

A Defence of the Warm Air Furnace.

Charles F. Prizer, in an address Before the Federal Furnace League, Answers Criticisms of Warm Air Furnace Warming by Advocates of Other Forms of Residence Heating—The Importance of Ventilation Overlooked.

The situation in the field of residence heating, which furnishes a mission for our organization and provides scope for its activities, may be summarized as follows:

Healthful heating necessarily involves ventilation, and any method of heating which does not provide for or is not accompanied by adequate ventilation is unwholesome and essentially unsound in principle.

There is but one practical method of healthful heating a residence, and that is pouring pure warm air into its apartments. This method is accomplished in a more practical manner and at a lower cost by the warm air furnace system than by any other system in existence.

Direct steam or water heating is condemned by every competent heating and ventilating engineer, and by every physician who has given the matter even the most casual consideration, as being unsanitary and wholesome, because houses heated by direct radiation cannot be properly ventilated. To heat residences by indirect steam or water is so costly, both as to the expense of installation and as to that of maintenance, that this healthful and proper method of heating cannot be considered in connection with one house out of a thousand.

We are entering an era wherein hygenic considerations are assuming in public opinion that high position which their surpassing importance entitles them to occupy. As this hygienic awakening proceeds intelligent people everywhere will insist upon having their houses so constructed and so heated as to provide for formal, adequate ventilatioi, until finally the ventilation of residences will become the vogue and it will be considered a barbarous and uncivilized thing to construct a human habitation without providing for changing and renewing the air.

Furnace heating has been discredited in the past because of poor unscientific, impracticall installation, and the extensive use of cheap, flimsy constructions. Furnace heating can be rehabilitated in public esteem by strictly first-class installation and the use of high grade apparatus. Furnace heating of the highest grade accompanied by formal ventilation can be provided for a residence heating shrdlu cmfwyp hm hmm dence at as low a cost as that of the inferior, unsightly and unsanitary method of heating alone, without ventilation, by means of a direct radiation system. Residence heating can be captured for the warm air furnace system if the installers of furnaces can be taught to do their work aright and to use first-class furnaces of sufficient capacity.

Not one of these statements can be controverted nor has there been any serious attempt made, so far as I know, to controvert any one of them, though the activity of our organization during the past year has undoubtedly inspired certain "pleas in avoidance" which have been issued recently by interests which evidently fear they would suffer by the growth of the warm air furnace system of heating.

In an uncopyrighted pamphlet entitled "Home Sanitation," published by a company engaged on a large scale in the manufacture of heating apparatus and appliances, is illustrated anew the truth of Cacaulay's observation that if it seemed to the advantage of any considerable financial interest to deny the correctness of the principle of gravitation, that the most obvious of all great physical laws would be disputed with ardor and persistence. The efforts in this pamphlet to score points against the warm air furnace system are calculated to excite the mirth rather than the resentment of those who desire to promote the healthful heating and ventilating of the homes of the people. Those who live in houses which are healthfully heated by properly installed warm air systems and the prominent physicians who have testified that direct steam and hot water heating exert an unfavorable effect upon health, as compared to furnace heating, will rub their eyes when they read the startling statements of the pseudo scientist who so gaily enters the lists in behalf of direct radiation heating.

Objections Answered.

I venture to quote the objections to warm air furnace heating as set forth in this pamphlet, and to attempt to answer them:

It is claimed that "the moisture of the air is exhausted by passing over a frequently overheated firebox."

The "frequently overheated firebox" does not exist in a properly proportioned and properly installed warm air furnace plant, as the furnace has sufficient capacity to perform its functions without superheating the firebox or any other part of the apparatus. However, the atmosphere in a room heated by pouring into it air which has passed over very hot surfaces will show just as high a humidity as will be shown in another room heated by direct radiation, provided both rooms are unoccupied. If both rooms be occupied by a number of people the room heated by direct radiation will show the greater relative humidity, but this is due to "moisture" deposited in the air from the lungs, respiratory passages and bodies of the occupants; and this additional moisture stays in the room because the air is not changed and renewed, as is done in indirect heating.

The effect upon the relative humidity in a house or raising the temperature from zero or from any other temperature to 70 degrees or to any other standard is the same, no matter what method of heating is employed, provided the air is not in some manner charged with additional humidity after being heated. It is much easier and more practical to humidify the air in connection with a warm air furnace system than in connection with either a direct or indirect system of steam or water heating, and there are now on the market most excelent automatic devices for providing a proper standard of humidity in connection with furnace heating, while there are no devices procurable which perform the same office in connection with direct radiation heating. Indeed, it is practically very difficult to impart an increased degree of humdity to apartments heated by direct radiation.

Gases and Sulphurs.

"Poisonous gases come from the contact of organic particles with the superheated firebox."

The "organic particles" referred to in this subtle assertion must be contained in the cold air supplied to the furnace. In good furnace practice this air supply is the purest obtainable in the space immediately outside the house and we deny that it breeds poisonous gases when heated. Were it not for the high authority under which the treatise is issued, we might almost suspect that the learned author was straining himself to make out a case.

That "sulphur escapes from the burning coal through the iron surface when overheated." With a proper furnace and properly installed plant the "iron surface" need not be overheated, but even if heated to 1,500 degrees the sulphur will not escape through it into the air chamber, because even if any gas or air can pass through the iron at that temperature it would pass inward into the combustion chamber and not outward from the combustion chamber. In actual practice the objection referred to is never encountered, because it has no existence.

"Cellar air is drawn through the house if the cold air box is for any reason closed."

A properly constructed cold air duct is perfectly tight and cellar air cannot, under any circumstances, pass up through the furnace. However, it is far more healthful to use a cellar air supply in furnace heating than to heat a house by direct radiation, because the air in the cellar must be constantly renewed from outside or there would be no upflow of air through the furnace.

Contradictory Objections.

"Unwholesome gases which lie near the surface of the ground are drawn upward if the cold air box is open."

So it appears that we get bad air from the cellar when the cold air duct is closed and bad air from the outside when the cold air duct is open; hence the only logical conclusion must be that it is extremely dangerous to heat a house by air taken from outside and that the only healthful system is to heat over and over again the nice pure air inside the house, which has been duly tempered by the breaths of occupants and other agencies carefully preventing its comtamination by any admixture with air from the outside. If the air near the ground is not of good quality in certain localities the competent heating contractor would take the air from a plane high enough above the surface to avoid the contaminated stratum, though we strongly suspect our ingenious author of drawing on his imagination for the supply of "unwholesome gases which lie near the surface of the ground."

"The dust from the cellar and the dust from the streeet."

There is no correct way to heat a building except to take air from outside, warm it and pour it into the apartments. If this air is liable to contain dust or smoke it should be thoroughly cleaned, and there are a number of plans and devices which do most thoroughly clean the air of dust or smoke and which are in common use in many localities. To maintain a state of even tolerable freshness and purity the air in a house must be renewed from outside; there is no alternative, and our acrobatic logician fails to frighten us by threatening dire dangers from allowing outside air to enter our homes.

"In a short time in the life of the fire-box of the furnace the cement of its seams becomes loosened, through warping, cracking or burning out, and dust and gases permeate the house."

Properly constructed furnaces do not have any "seams" and they do not have any cement in their scientifically constructed joints. The joints of the best furnaces are thoroughly packed with asbestos gaskets or packing, and are absolutely and permanently gas and dust proof.

Importance of Fresh Air.

For all except those who are extremely wealthy there is practically no other way of securing complete and healthful ventilation except in connection with the warm air furnace system of heating. It is not necessary, therefore, to argue with the man who desires ventilation in favor of the warm air furnace system—he will choose that system of his own accord.

The furnace dealer should be thoroughly posted on the rules and principles governing ventilation and on their relation to the heating problem. He should be able to present promptly and convincingly the facts which prove that furnace heating is in every respect superior to direct steam or water heating. He should endeavor, wherever possible, to include in his contracts a formal system of ventilation in connection with his heating proposals.

If the value of a proper ventilating system is clearly presented to the prospective purchaser, he can usually be induced to include the necessary details for a ventilating scheme in his plans and specifications. It is a current notion that a larger furnace is required and more coal will be consumed when a ventilating plan is incorporated into the building in connection with furnace heating than would be the case where there is no formal provision for ventilation, but this idea is erroneous. On the contrary, less fuel will be consumed and the building will be more easily heated and the warm air will be more thoroughly distributed with a proper ventilating system than without.

Escape of Room Air.

Last winter the writer made a number of tests of furnace heating jobs where there was no formal ventilation, with the object of ascertaining the reasons for the variations that exist in the velocity of the warm air at the different registers in a house, and he arrived at the conclusion that one of the main causes of these variations is the differences that exist in the facility with which the air can find an exit from the rooms to allow the warm air to flow into them.

In furnace heating where there is no ventilating system the warm air usually flows into the rooms against pressure. Under average conditions enough warm air enters the room. Therefore air must be forced out of the room very rapidly through any crevices, cracks or openings that may exist.

When the outside wind pressure is strong, it is often difficult to force air out of the crevices against this wind pressure and, therefore, the flow of warm air into the rooms under such conditions is sometimes retarded to the extent of seriously interfering with the heating of the room. But where there is systematic ventilation and the air is taken out of the room in proper volume through a ventilating duct, the pressure against the inflowing warm air is prevented and the room is heated evenly and thoroughly.

It is apparent, therefore, that while ventilation must exist when a room or building is being heated by a warm air furnace even where there is no formal provision for ventilation, yet a correct ventilating system will facilitate the proper distribution of the heat, will save fuel and will induce a more thorough ventilation.

Furnace dealers should, therefore, be taught to insist upon the necessity of having ventilation in the home and should make the most of the great fact that with furnace heating alone it is at all practicable to have any proper ventilation in the great majority of houses. And they should further be taught to advocate the installation of a formal, systematic plant of ventilation with every furnace contract upon which they figure.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

FIRE PLACE GOODS.—J. R. Myers, Stratford, asks where he can secure brass coal hods, fire irons, etc.

H. F. McIntosh, 28 Toronto Street, Toronto.—Editor.

SHEET IRON SCRAP.—Soren Bros., Toronto, ask where they can sell tin plate and sheet iron scrap.

This commodity is marketable only when packed and sorted. Scott Metal Co., Queen and Sackville Streets, Toronto, are buyers.—Editor.

WEATHER STRIP.—J. H. Worsell, Goderich, asks where he can purchase weatherstrip for bottom of doors, with a spring on each end, also where charcoal can be bought.

The International Weatherstrip Co., 399 Wellesley Street, Toronto, and the Standard Chemical Co., Toronto.—Editor.

WIRE CHICKEN COOPS.—McKillop & Ferguson, West Lorne, ask where they can purchase wire chicken coops for exhibition purposes.

Canada Wire Goods Mfg. Co., Hamilton, and the Dennis Wire & Iron Co., London.—Editor.

Ice Plows.—McKillop & Ferguson, West Lorne, ask for the names of makers of ice plows.

The Gifford & Wood Co., Hudson, N.Y. —Editor.

Harry Forrest who has been in charge of the shovel factory in Montreal, of Geo. Woolfe & Sons, Bathgate, Scotland, has returned to headquarters.

A. Lemieux, Henryville, Que., has been a caller on the Montreal hardware trade.

Thomas Fisher, a prominent Montreal painter and decorator, died suddenly last week at Cincinnati, Ohio, where he was attending the biennial convention of the International Association of Painters, Decorators, and Paperhangers, of which he was the sixth vice-president.

Planning a Building to Get Low Insurance Rate

Why Architects Should Confer With Competent Insurance Men — Instances Where Savings Well Worth While Have Been Brought About—Avoid Carelessness in the Store—Watch Negligent Tenant.

When a merchant or manufacturer, at an expenditure of $500, reduces his fire insurance rate by 28 cents on every $100 of his $30,000 policy, he has all of the elements of a good investment if he will only look at it that way.

"There are many business men who feel that, to investigate their own interests in the matter of insurance, is only courting additional expense," said an insurance man to The Canadian Grocer. "It is easy for them to ascertain that such an attitude is certainly not to their advantage.

"The same may be said of the insurance man who considers that conditions which maintain high premiums are the more desirable. The agent who knows his business, that his people are getting good value for their money, that they are fully aware of the weak spots in their risks and what they must do to improve them. The agent who takes the greatest interest with the object of bringing about improvement of risks where possible, even though premiums may thus be reduced, and not be afraid of competition. He will show the business man that significance of the good and bad risks, not only in their individual application, but also to the community—from an insurance standpoint."

The Agent's Duty.

The above statement coming from an insurance man is important, since it indicates that it should be the agent's duty to afford the insured every facility in posting himself upon details of his risk and rate.

Inquiry by this paper goes to show that there is greater investigation in this matter at present than ever before. In some of the larger towns and cities considerable reduction in rates have been brought about as the result of conference between insurer and insured. In every case reductions in rates have followed recommended changes, and these have always made for improvement in premises.

One instance in particular may be cited. Prior to changes a merchant had a rate of 93 cents. He figured that this was rather high and consulted an insurance agent. The building was inspected. It was recommended, as a result, that his freight elevators and stairs be properly enclosed, and the entrance to cellar protected. He had this done and his rate dropped from 93 to 72 cents. Then he installed pails and a stove-pipe and roof hydrant, and his rate fell to 65 cents, or a saving of 28 cents on every hundred dollars' worth of insurance. This, considered in its proper relation to outlay, was well worth while. There are many such instances.

One thing should always be borne in mind by merchants or manufacturers when about to remodel their old premises or build anew. Plans should be submitted to a competent insurance man in order that the essentials of low insurance rates be not overlooked. Too often is it the case that after a fine building has been completed, the owner has found that he has not done himself justice in this particular.

In striking the rate, the insurance man figures upon merits and demerits as compared with requirements in a standard building. This is one having walls of brick or stone (brick preferred) not less than 12 inches thick (one and one-half bricks) at top storey, 16 inches if stone, extending through, and 12 inches above roof in parapet, coped, on all sides, and increasing four inches (one-half brick) in thickness for each storey below to the ground, or of an equivalent average thickness, the increased thickness to be utilized for beam ledges, or wall corbelled to provide same.

Elevators and stairways cut off by brick walls, or by concrete plaster on metallic studs and metallic lathing, continued from basement up through roof, communication at each floor protected with approved tin-covered doors or metal doors with wire glass if lighting is necessary; sills to be incombustible, skylight over elevator to be of thin glass with approved wire guard over; all weights, cables and other elevator connections except motor to be enclosed in elevator shaft; skylights not permitted unless of wired glass set in metal frames; floor lights to be not less than ¾ of an inch thick; windows and doors on front, sides or rear of building, when exposed, to be protected by approved tin covered doors and shutters (shutters must be arranged that they can be opened from outside), or wired glass in metal frame, or a water curtain. Windows are exposed when within 100 feet of another building.

Heating by hot water or steam at low pressure.

Lighting by gas with rigid fixtures.

Interior finish, open, or lath and plaster, or metal.

Wood or other combustible finish prohibited.

Where departure has to be made from these requirements, the builder will not be safeguarding his own interests if he fails to ascertain the best possible substitute.

Negligent Tenant.

Owners of leased buildings should see to it that their tenants understand the penalties which attach to carelessness in disposing of refuse. Not long ago a serious fire started in a large clothing establishment in Toronto. The inspector visited the place, and there was no way to account for the blaze; it was finally attributed to a live wire. This is a somewhat uncontrollable thing, but in an adjoining room the inspector found a pile of stove ashes. The tenant had no explanation. He had been too lazy or too busy to cast the stuff out and what the inspector said to him was a shame. While the cause of one blaze was undiscoverable, that which might have brought the fire to the scene again at any time, was found in another part. It is carelessness which makes much of the protective equipment necessary.

Regular inspection of his building by the merchant is a good plan by which to safeguard against negligence of employes. Back yards, bottoms of elevators, cellars, window recesses, dark corners, combustible materials left unprotected—all of these things and scores of others must come under the managerial eye. Warning notices should be posted up where necessary. Little things may easily make big totals in the insurance account.

FIRE DID BIG DAMAGE.

Kidd & Clements, Wapella, Sask., announce that the statement was incorrect that the loss sustained by them owing to the fire on Nov. 23, was covered by insurance. Their store building, of solid brick construction, 100 x 38, was burned to the ground, it costing $15,000, on which there was $6,000 insurance. The stock was from $10,000 to $12,000, insurance $7,000, with $1,500 to $2,000 salvage. Fixtures were worth from $1,500 to $2,000, with no insurance. Mr. Kidd, who occupied the flat above the store had personal effects valued at $3,500, on which there was $500 insurance. The loss, it will be seen, was very heavy.

HARDWARE PATENTS.

The following is a list of patents issued by the Canadian Patent Office on Nov. 30, relating to hardware and metal, furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa.

122156. J. C. Hooper, A. W. Bratt, Brunswick, Md. Hose pipe couplings.

122180. F. J. Moran, New Britain, Conn. Shelf brackets. Stanley Works.

122187. T. H. Farmiloe, Detroit, Mich. Shovels.

122199. F. O. Smith and F. X. Rosseau, Detroit. Wire fences.

122206. L. V. Aronson, Newark. Combination wrenches.

122219. W. H. Carr, Minneapolis. Combustion tools.

122226. W. R. Clarkson, Tenino, Wash. Swivels.

122236. H. P. Davies, Scranton, Pa. Nut-locks.

122237. D. L. Davies, Montreal. Nut-locks.

122272. J. R. Long, Warren, Pa. Wrenches.

122273. F. G. Marbach, Medina, Ohio. Bolts and latches.

122321. J. S. Wallace, Rockport, Mass. Window sash clamps.

Hardware Association Pushing Mutual Insurance.

Committee Interviews Inspector of Insurance at Toronto—Large Savings Made by Indiana Retailers—Report of Minnesota Hardware Mutual Company—Indiana Merchant to Attend the London Convention.

Canadian Wholesale Hardware Association—William Starke, Montreal, president; S. H. Alexander Hamilton, vice-president; W. J. Lawson, S. R. Kennedy, Toronto; A. Jeannotte, Montreal; A. Prudholme, Montreal, and Joseph Lemieux, Quebec, directors; James Hardy, Toronto, secretary-treasurer.

Maritime Wholesale Hardware Association—W. S. Fisher, St. John, president; Percy Simmons, Halifax, vice-president; F. R. Murray, St. John, secretary-treasurer.

St. John Hardware Merchants' Association—John A. McAvity, president; W. S. Clark, secretary.

British Columbia Hardware Dealers' Association.—W. C. Stearman, Vancouver, president; H. T. Kirk, New Westminster, vice-president; G. Blakely, New Westminster, H. Martin, Vancouver, and W. R. Owens, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

Winnipeg Retail Hardware Association.—Charles Mulvey, Winnipeg, chairman; J. E. McRobie, Winnipeg, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association.—D. Brocklebank, Arthur, president; A. Ballantyne, Brantford, first vice-president; M. S. Madole, Napanee, second vice-president; John Caslor, Toronto, treasurer; J. Walton Peart, St. Mary's; D. Cinnamon-Lindsay; R. C. Chown, Belleville; H. P. Morgan, Peterboro; J. S. Weichel, Elmira, and J. R. Hambly, Barrie, executive committee; Weston Wrigley, 10 Front St. E., Toronto, secretary.

Toronto Retail Hardware Association—Samue Pearsall, president; Joseph Harding, secretary.

Ottawa Retail Hardware Association—R. Mulhall president; J. G. Cowan, secretary.

INTERVIEWED INSURANCE INSPECTOR.

A deputation consisting of J. Walton Peart, chairman of the Mutual Insurance Committee of the Ontario Retail Hardware Association; D. Cinnamon Lindsay, and Secretary Wrigley, Toronto, interviewed J. Howard Hunter, inspector of insurance for the Province of Ontario, on Wednesday, December 15. A lengthy typewritten statement was read by the deputation and after discussing various points, left with him for consideration and investigaton. Mr. Hunter has been the guardian of the insurance laws for over a quarter of a century and is very critical towards any innovaiton. Notwithstanding this, however, he seemed impressed by the arguments presented and asked to be furnished with information on one or two points, promising to give the whole matter careful consideration.

The committee will pursue the matter further and hope to have an interesting report of progress to make before the convention at London in February.

WILL SAVE $27,000.

Indiana hardwaremen have within the last two years more than doubled the amount of policies carried in the hardware mutual companies, and at this time have policies in the hardware mutuals amounting to over $3,000,000, on which the members of the Indiana Retail Hardware Association will save in 1909 over $27,000, basing the estimates upon the regular old line fire insurance rates.

This is a nice sum to go back into the pockets of the retail hardwaremen in one state during one year and it is money which would be added to the profits of the old line insurance companies if it were not possible for the hardwaremen to insure in their own mutual companies.

It is possible for a member of one of the retail hardware associations in the United States to insure in hardware mutual fire companies up to $30,000 in the eight existing companies. These companies accept insurance at the same rates as the old line companies and then give cash rebates to insurers each year, two companies rebating 50 per cent., one 40 per cent., four 33 1-3 per cent. and one 25 per cent.

The Retail Hardware Mutual Fire Insurance Company of Minnesota, organized in 1899, is the oldest of the eight companies and at its annual meeting in March, 1909, M. S. Matthews presented his report as secretary, in part as follows:

"An analysis of our insurance statement shows that although fire losses were slightly above the average of previous years, expense, with a rapid gain in volume of business written, has fallen off 2 per cent., thus equalizing the excess in losses. The raising of the limit of risk one year ago probably had much to do with the favorable showing made, as it had the effect of decreasing the expense ratio, and although this company now has several hundred risks on which it is carrying from $3,000 to $5,000, you will notice in the list of losses none above $3,000.

"The lesson in this appears to be that the risks on which the increased insurance was placed are decidedly of the better class. One peculiar feature is that fully 70 per cent. of the fires causing losses to this company originate outside the plant of the hardware merchant, so if our members had no 'exposures,' the losses would be trifling.

"The month of January was an unusually severe one for this company, 10 losses being paid, amounting to $8,000, so that the figures presented by your auditors February 1 are but slightly above those given in the annual report to the Insurance Department December 31.

Cash on hand February 1 was $155,667.41, with gross assets of $174,895.45. Insurance in force amounts to $8,860,373. Since February 1 the losses have been light, and only two small damages of less than $100 remain unadjusted.

Cash on hand February 20 shows a balance of $159,094.32.

The return premiums for 1908 were $55,677.85 and the gain in surplus $25,527.10, making a total profit in the business of $81,204.95.

Insurance on Household Goods.

In the matter of insurance on homes and household goods, it would appear that with the present volume of business, a larger percentage of it should be of the class mentioned. Among underwriters it is considered very desirable, and 25 per cent. is the customary commission to local agents. The experience of this company on such has been extremely favorable, as in four years only one serious loss has been sustained and one slight damage.

Tornado Insurance.

Another branch of the business into which this company has not entered and which might be worthy of your consideration is that of tornado insurance. The premiums are not great, but it is business that is much sought after by the stock companies and the commissions are large. Probably many of you are carrying such insurance and for those who are looking for protection of this sort the small premium required, with the customary return premium at expiration, would make it so cheap that a large majority of the members would be likely to call for such policies.

The financial standing of this company is now so well established that the new business offered is of a constantly increasing volume, and many applications are presented each week which, under the rules, cannot be written in this office. With the rapid increase in surplus and interest gains and decreasing expense ratio, it would appear that the prospect of a continuation of the present 50 per cent. dividend is most excellent.

The Minnesota company has issued a statement up to December 3, showing cash assets amounting to $207,000. Any Ontario hardwareman desiring to verify this information can secure copies of the reports, sample policies, etc., by writing M. S. Matthews, Metropolitan Life Insurance Building, Minneapolis, Minn.

STRENGTH IN UNITED ACTION.

In an address by Frank A. Bare, secretary of the Ohio Retail Hardware Association, at a recent hardware convention in Missouri, he said:

"We retailers do not realize our strength in united action. I happen to know of a little political matter that came up in a certain State not many weeks ago, and the men who were very anxious to see it go through successfully were shrewd enough to go to men who were well acquainted with the hardware

merchants in that State. They made out a list of the towns where the hardware merchants are leaders in local affairs, and in some cases men were sent out to interview these hardwaremen and explain the case to them. The long distance telephone and the telegraph were put to work, and by this plan of getting united action among people who are able to mold public opinion, this political matter was put through without any trouble. The hardwaremen are leaders in every town. They are mayors or aldermen, members of school boards and library boards and other local bodies, and if you want to get started right in any movement for the good of a community or the people at large go to the hardware merchants of the country."

Mr. Bare's statement has been proven to be true in Canada, retail hardwaremen taking the lead in many public questions. For instance, the proposed C.O.D. parcels post bill was withdrawn the House of Commons three years ago on account of the active opposition by retailers of all classes led by the retail hardware associations. And again hardware retailers are taking an active part in opposing the efforts of the Fire Underwriters' Association to secure an amendment to the Dominion Insurance Act which will give them a veritable monopoly. Letters of protest are now being sent to Members of Parliament and Senators by hardwaremen in all parts of Canada and there is every reason to expect that their efforts will be successful.

During the past week the Dominion Marine Association placed itself on record with the lumbermen, the manufacturers and other associations who are opposing the establishment of an insurance monopoly in Canada.

J. H. Connor & Son, Ottawa, have arranged to make a display of washing machines, etc., at the Exhibition of the Retail Hardware Association Convention at London.

How to Figure Profit on Stock Turnover

The Importance of a Right Percentage Basis—Error in Figure Gain on Cost Instead of Selling Price—Net Profit to the Dealer—Examples Which Prove the Process—A Table Descriptive of Proportions. By Howard R. Wellington.

A merchant is obliged to do business under a very heavy expense, say 25 per cent., and decides that for the present he cannot add more than 25 per cent. to the net cost of his goods. He is under the impression he will come out all right and can increase his margin from time to time. He is under the impression that he will neither make nor lose on this basis, but will break even. He does not stay in business very long, and the reason why will be found in the following illustration: Supposing the cost of his goods to be $100, he will add 25 per cent. for profit, making his selling price $125. But his expenses are 25 per cent., and as these must always be figured upon selling price, he realizes that from the $125 must be taken $31.25 (or 25 per cent.). The net proceeds of sale are, therefore, $93.75, a loss of $6.25, or 5 per cent of his sale price.

Again, supposing his cost of doing business is only 10 per cent., and that he advances cost of goods 25 per cent. for profit. It will work out this way: Cost, $100; add 25 per cent. for profit, gives $125 selling price; less 10 per cent. of selling price for expenses, $112.50 net proceeds; $12.50, net profit, or 10 per cent of selling price.

Another example, to make the process of calculation still clearer: Cost of doing business, 10 per cent.; advance on cost for profit, 50 per cent; selling price, $150; $15, or 10 per cent. for expenses; net proceeds, $135, less cost, $100, makes profit $35. Selling price divided decimally into profit gives 23½ percentage profit.

The accompanying table may be of value to merchants. The top row of figures represents the cost of doing business, while at the right side is percentage to be added for profits. The horizontal columns show profit percentage on selling price as figured from top and side figures. Take the first example. Say that the cost of doing business is 10 per cent., and that 25 per cent. is added for profit. Selling price $125, less 10 per cent., or $12.50, for cost of doing business, gives $112.50 net proceeds. The selling price divide decimally into the net profit gives percentage of profit, which in this case is 10 per cent.

Goods advanced 25 per cent., and selling at an expense of 25 per cent., show a loss of 5 per cent.

If an article costs $100, and is sold for $150, the cost of doing business being 25 per cent., the result is not a profit of 25 per cent., but 8⅓ per cent.

The process is this: Subtract cost from selling price the difference, of course, being profit. Divide the latter decimally by the selling price and the result will be the true profit. In other words, ascertain what proportion of sale was or would be profit—never try to arrive at percentage of profit by adding to cost a percentage of that cost equal to the amount of profit desired, or, by adding 50 cents to a dollar, assuming that the profit will be 50 per cent. The profit must be reckoned on the selling price.

To effect a given profit on the sales, the percentage to be added to cost is as follows:—

5 per cent. added to cost is 4½ per cent. profit on selling price; 10 per cent. added to cost is 9 per cent profit on selling price; 20 per cent. added to cost is 162-3 per cent. profit on selling price; 33 1-3 per cent. added to cost is 25 per cent. profit on selling price.

Any criticisms of the plans suggested will be welcomed.

—Cost of doing business—

ADD for PROFIT.	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%	21%	22%	23%	24%	25%
25%	10	9	8	7	6	5	4	3	2	1	00	Loss 1	Loss 2	Loss 3	Loss 4	Loss 5
33⅓%	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
40%	18⅗	17⅗	16⅗	15⅗	14⅗	13⅗	12⅗	11⅗	10⅗	9⅗	8⅗	7⅗	6⅗	5⅗	4⅗	3⅗
50%	23⅓	22⅓	21⅓	20⅓	19⅓	18⅓	17⅓	16⅓	15⅓	14⅓	13⅓	12⅓	11⅓	10⅓	9⅓	8⅓
60%	27½	26½	25½	24½	23½	22½	21½	20½	19½	18½	17½	16½	15½	14½	13½	12½
75%	32 6/7	31 6/7	30 6/7	29 6/7	28 6/7	27 6/7	26 6/7	25 6/7	24 6/7	23 6/7	22 6/7	21 6/7	20 6/7	19 6/7	18 6/7	17 6/7
100%	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

A Table That Will be Found of Service in Figuring Cost of Doing Business and Profits. The Top Line of Figures Represents Percentage to be Added for Expense in Selling, While the Vertical Column on the Left is the Amount to be Added for Profit. The Horizontal Columns Represent the Net Profit Resulting From Practical Application of These Figures. For Further Explanation see Article.

The Hardware Merchant's Scrap Book.

Extracts From the Pages of Trade Papers on Hardware and Metal's Exchange Table—Points of Interest Discussed From Various Viewpoints—Practical Suggestions for Progressive Retailers.

ANSWERING CORRESPONDENCE.

Hardware dealers, it would seem, are quite generally open to the charge of failing to acknowledge correspondence. This is no doubt due in a great many instances to lack of time and facilities. There are still a great many hardware dealers who do not own typewriters and many of those who do possess them find the work of operating them a laborious task, and one which they avoid whenever it is possible.

Of course, every merchant receives a great deal of mail matter that does not require acknowledgment. In many cases the failure of a merchant to reply to a letter is indicative of a negative reply.

A manufacturer of building material recently stated that out of a hundred letters sent out to dealers regarding prospects obtained at the State Fair not more than thirty acknowledgments were received. And the letters were all sent to retail dealers who had accepted the agency for this manufacturer's line of goods in good faith.

The merchant certainly fails to do his part in the distribution of goods when he does not even notify the manufacturer that his letter has been received. If the dealer cannot find time to follow up the prospect he should notify the manufacturer to this effect. If the prospect is a person whose credit standing is not good and who might not be willing to pay cash for the merchandise, the dealer is not to be blamed if he does not follow up the prospect, but he should at least let the manufacturer know the reasons why his part of the agreement cannot be carried out.

When a manufacturer starts in to make a certain article to be sold at retail he usually follows one of two courses. He advertises his product to the consumer and then having created a demand for his article, makes it necessary for the retailer to stock it; or else he advertises his product to the dealer and helps the dealer to sell it to the consumer. Sometimes he advertises both to the consumer and to the dealer; thus by getting the consumer to ask for his goods and aiding the dealer to push them he is promoting sales toward a maximum output.

It is manifestly impossible for the manufacturer, himself, to personally follow up all of the prospects he obtains from consumers by mail. So he refers these prospects to a dealer who is handling his goods. If no dealer represents him in the town from which a prospect comes he refers it to some dealer of good standing. The article which the manufacturer is advertising may be a washing machine, for example. The dealer may already have one or two good makes of washing machines in his store and does not care to add another line. In such a case the dealer, of course, is not to be blamed for refusing to follow up the manufacturer's prospect, but he should at least be courteous and businesslike enough to acknowledge the manufacturer's letter and state his reasons for not doing so.

The retail merchant should realize fully his importance as a distributer of merchandise and should give manufacturers and jobbers no just reason for asserting that he is a weak link in the chain of merchandise distribution.—The Hardware Trade.

GOOD STORE STATIONERY.

A dealer's stationery forms an important part of his office equipment. Its object is to carry messages and advertise the business. It should, therefore, bear something besides the firm name and address. Stationery will convey some sort of impression, either favorable or otherwise, so it pays to use good quality and have the general appearance neat and dignified. A trade mark or cut of something suggestive of hardware is advisable, as it gives individuality and character.

If the company is a large one, with several departments, the name and office of practically every man prominently connected with the business should appear on the letterhead. Then a correspondent knows who the writer is and the letter possesses a certain personality that is lacking when signed simply with the name of the firm or corporation.

By having the names printed in small type at the top of the page it simplifies the translation of signatures. If there is anything that irritates a busy man it is puzzling over a scrawly name and in the end perhaps makes a poor guess. The writing may be done in long, graceful curves, all run together with shading, which is just as unreadable as the up-and-down variety in which all the letters look alike. We don't know much about the particular traits of character supposed to be revealed in poor writing, but we do know that a man in a hurry wants to read quickly. So it is a matter of self-protection that a company have the names of the officers and anyone else likely to write letters printed on the letterhead, for all of us can't be good penmen.

The details in the makeup of stationery should be given careful consideration, for it offers an excellent opportunity to help you in your business.—Hardware, New York.

DON'T KNOCK.

A few days ago we heard a merchant talking to a customer. He was telling the customer how mean a man his competitor is, and what low and underhand tricks he plays. The customer nodded sympathetically and said "Ain't that too bad?" and "Just so," right along in the right places. When he got away finally, he was joined by his wife and they departed from the store together. We followed them out, and heard the wfe remark, "What kept you so long?" "Oh," replied the sympathetic man, "Smith was telling me how hard hit he was by Jones across the street there. He is a knocker, all right, Smith is. If he can't keep up with the procession he ought to fall out. I hate a man that's always whining." The merchant really thought he was getting sympathy, when all the time he was building up an unpleasant reputation.—The Oregon Tradesman.

A CHRISTMAS WINDOW.

A unique Christmas window was that used last year by the Jas. D. Tait Co., St. Catharines, for two days before Christmas. In the large window on the corner of St. Paul and William Streets was a bedroom with an iron bed covered with mattress, sheets and white spreads taken from stock in the store. In the bed were two colored boys about ten years of age. An arch draped with curtains divided the window into two rooms and in the other room was a fireplace on which hung stockings filled with Christmas packages. Other suitable Christmas gifts to be found in the store were also displayed on a Christmas tree. A man dressed as Santa Claus sat on a chair, with an order book taking orders. He would take a look every once in a while in the room where the two boys were, when they would cover up their heads with the bed clothes. When Santa was not looking they would dance and eat candy and oranges, supplied from the store. Two window cards were displayed, one reading "Will morning never come," and the other, "Joe, I can't sleep; will Santa Claus never come?"

During the two days that this window was displayed a crowd of two and three

deep constantly watched the antics of the boys and Santa Claus, and during the busy parts of the day it was hard to get near enough to see what was in the window. Did it bring results? On the evening mail the night before Christwas a letter was delivered to the Jas. D. Tait Co. for Santa Claus by the mail carrier and one little girl telephoned to the store and asked to speak to Santa Claus. When Santa Claus asked her what she wanted she named over a list. He promised to bring them to her and asked if she was going to bed yet. The reply was that she was just going to have supper but she would go to bed right after and that the back door was being left open so that he would not have to come down the "chimley."—Dry Goods Review, Toronto.

CLIPPINGS ON TRADE SUBJECTS.

In a recent issue we suggested the desirability of keeping a scrap book of clippings or an index of pointers culled from daily papers, trade journals, etc., and which gave any promise of future use.

Few storekeepers have realized the importance of an index containing all information which would be of help to them, contained in the various trade papers to which they subscribe.

In every issue there is apt to be one or more articles in which you are particularly interested—in fact, trade papers are a mine of information; but in reading them it is impossble for one to remember every good thing unless he has some method of reference.

Papers are filed or laid away and when the time comes to use that particular information the paper has either been mislaid or the reader has forgotten in which paper or issue the article appeared.

This means a loss of time going through a pile of papers and you may not find it at all, thereby losing a valuable idea or an imperfect carrying out of a plan from memory.

Trade papers, as a general rule, are read through hurriedly by busy men until something strikes them which they would like to dwell on a little later.

Wouldn't it be a hundred times better if each particular article were indexed so that you can lay your hands on it at any future time at a minute's notice?

The idea of which you retain but a faint recollection is brought before you in a clear manner once more. One index will serve to cover all papers, so that it will not be necessary to have more than one index for reference to everything he has been interested in in a trade paper.

Identification marks should appear opposite each item, showing in which paper it appeared.

If you don't care to go to the expense of a card index, a scrap book will answer the purpose just as well, although a card index is very easily made, as you can buy index card systems for about $2.50 or you can make them yourself, cutting them from heavy cardboard about five inches wide and inserted in an ordinary candy box of suitable size. The division letters should be drawn on large enough so that they can be readily seen. —Farm Machinery.

ILLUMINATION OF WINDOWS.

Much of the advertising value of a good display depends upon the manner in which the window is lighted and the effect of many a good display has been largely lost at night because of poor lighting.

It may be argued by some merchants that there is little to be gained by lighting the windows up well at night, since there are fewer people on the streets, but it must also be remembered that while there are fewer people, there is, as a rule, less to distract their attention. During the day people are usually hurrying somewhere and there are so many things going on that the windows have to be content with a small part of their attention, but at night when people are walking, perhaps for pleasure, the windows have full sway.

There is something particularly attractive about a handsome display brilliantly lighted up and looking cheerful, up-to-date and prosperous.

The most important thing to be considered in lighting the window is to have the light all thrown downward on to the merchandise and not out into the eyes of window-gazers or on the sidewalk. Wherever a light shines directly into the eyes of the spectators it should have a frosted globe, which softens the glare and gives a soft, pleasing radiance without sharpness. There are several excellent forms of show-window reflectors of the "bonnet" type which throw all light from incandescent lamps downward on to the merchandise and effectively screen the lights themselves from the eyes of passers-by.

Frosted globes may be very effectively used on auxiliary lights in the background and if colored may be used in an appropriate color scheme. Frosted globes are also sometimes used throughout the window, when they throw a soft, mellow light over the whole display.—The Twin City Commercial Bulletin.

KEEPING TRACK OF EXPENSE.

The question of expense is a serious one for all merchants, because expenses are getting larger every year; that is, the public demands more than ever before.

Now, many merchants fail to correctly figure the cost of their goods, with the result that sooner or later there comes a crash. Too frequently the merchant fails to include some important fixed charges of his operating expenses. Many merchants fail to charge up interest on investment, unless it is for interest they are obliged to pay on borrowed money. Some do not charge up rent, because they own their store, or if they do charge it up they do not charge as much as if they had to go out and hire it from someone else.

Fixtures are not charged off in a great many instances. The natural life of a fixture may be said to be about ten years. Such being the case, 10 per cent. should be charged off each year. Improvements should be charged off in the same manner. Many a merchant has figured that he was making money, only to find that he was unable to meet his bills as they became due.

Now, the expenses of a store should be organized and subdivided the same as its departments are. Each department should be charged directly with every bit of expense that it actually incurs, such as wages, rent, advertising, department expenses, freight and express, supplies, and such expenses as cannot be charged as general expenses. In this way only can a merchant tell how much a department is making or losing.—Merchant and General Storekeeper.

KNOW YOUR GOODS.

Too much stress can not be laid upon the neecssity of a salesman's reading up" on the goods he has to handle, and though it may seem that in his work he will become thoroughly familiar with everything he has to sell, it is not so. To properly undertake the sale of a rifle, a man should be conversant not only with its working parts but also with its capacity. He should be able to explain the make-up of the different bullets it will shoot and what each cartridge will do. He should understand the various grades of bullets and be able to explain their uses and at the same time have a knowledge of the trajectory, velocity and killing range of the weapon. He should also understand the uses of the different sights and be capable of "talking rifle" like an expert. To do all this he need only spend a little time in a careful pursuance of the several catalogues issued by the different rifle-makers and in conversation with the occasional rifle shooters who drop in to buy ammunition. It will enable him to talk on the subject intelligently and sell more goods. Too many clerks are wont to hand a would-be buyer what he asks to see and then stand in silence awaiting a decision. Such a salesman can tell whether the weapon is a single shot or a repeater, and, by looking at the tag, explain how much it weighs, the length of the barrel, the calibre and the price, but that is all, which is practically nothing. This does not only apply to rifles but to many other lines. Every clerk in a sporting goods store should be able to meet a customer half way and talk to him instead of merely handing out what is called for and taking in the money.—Sporting Goods Retailer.

Hardwaremen Bigger Than Their Business

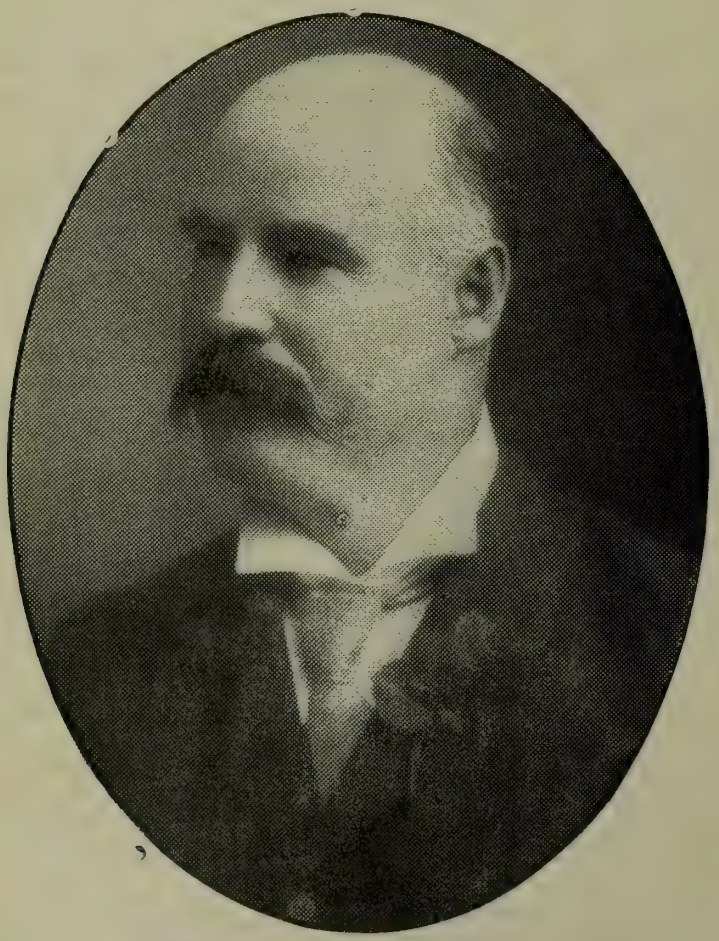
Some Life History of an Owen Sound Hardware Merchant Who has Represented His County in Parliament and has been Several Times Chief Magistrate of His Town — Did Good Work for His Fellow Citizens in Establishing a Modern Water System—Has Incorporated His Business.

T. I. Thomson, ex-mayor of the town and former representative of North Grey in the Dominion House of Commons, is a man who has at all times displayed a practical interest in municipal and national affairs and his name is known all over the county of Grey, as one of its leading citizens.

Mr. Thomson was born in Napanee in 1855 and in 1880 when 25 years of age, he and his brothers, John and Joseph, purchasing the hardware business of D. O. Bricker at Port Elgin, and conducted this store most successfully for seven years, building up a large business all over the Bruce peninsula. In 1888 Mr. Thomson came to Owen Sound and bought the business of W. B. Stephens. The store occupied the same site as the now commodious premises on East 2nd Avenue, Owen Sound, owned by T. I. Thomson, Limited, of which he is head. Mr. Thomson has never neglected his business, even when occupied with public affairs. The result is that to-day his firm is one of the best known in this district.

In 1896 Mr. Thomson was elected reeve and ably fulfilled the duties of this office for two years. During a portion of this period he gained quite a reputation for himself as chairman of the waterworks committee by introducing the water meter system. There was a great deal of opposition, but Mr. Thomson is a man who can always be relied upon to put up a good fight and on this occasion won out. Under his regime the whole water works service was overhauled and for the first time in its existence put on a proper footing. The system that Mr. Thomson originated for the management of the water works is in operation to-day, and stands as a monument to his executive ability. Mr . Thomson was mayor of Owen Sound for two years, 1897-1898.

A charter was applied for in spring of 1909 and the Thomson business became an incorporated concern, the following being elected officers of T. I. Thomson, Limited: T. I. Thomson, president; Leonard Ferguson, vice-president and manager, and T. Walden Thomson, secretary-treasurer.



T. I. THOMSON, EX-MAYOR OF OWEN SOUND.

HARDWAREMEN IN PUBLIC LIFE.

The near approach of the municipal elections in Ontario and other provinces brings to the front the question of the hardware merchant's duty to his fellow citizens.

Hardware and Metal has frequently contended that merchants should participate actively in the public life of their town, Province and Dominion—that the business man is better fitted to do this work than the professional men, lawyers and doctors, to whom it is usually left.

It is with pleasure, therefore, that we are able to present a sketch of the career of an Owen Sound hardware merchant who has been honored by his fellow citizens on several occasions and who has built up a successful business while giving part of his time to public work.

The Editor will appreciate information telling of other hardwaremen who have shown their "bigness" by going beyond the four walls of their store and undertaking work of public benefit, while at the same time, watching their business closely.

Mr. Ferguson has been in the employ of the firm for the past twenty years and has proved an able and capable manager. He is considered a keen buyer and a man who is thoroughly conversed with every detail of the hardware trade.

T. Walden Thomson, the eldest son of T. I. Thomson was a member of the town council last year. He is a live worker in the business and attends to the outside work of the firm, calling on the mills and factories in this part of the county. He is largely responsible for the growth of the firm in the last few years.

G. T. C.

John Moxon, of John Moxon & Son, hardware and stove dealers, Picton, is dead. He was for years a member of Moxon & Barker, stove manufacturers, but for ten years past has been in business with his son.

Walter Dunn, for the past seven years representing Lewis Bros., Montreal, in the north shore territory, between Sudbury and Kenora, has purchased the Barnes Hardware Co., Port Arthur, and will take over the business on New Year's day.

Business Methods of Canadian Hardwaremen

Vancouver Merchants' System—A Patriotic Window Display—Advertisements on Calendars—Get the Buyer's Viewpoint—Combating the Stove Peddler—

A PATRIOTIC WINDOW.

Vancouver, December 6.—A patriotic window was trimmed by W. H. Jeffery, of McLachlan Bros., Vancouver, on the occasion of the King's birthday, Nov. 9. A beautiful oil painting of King Edward VII. with a very large coat-of-arms in bronze were placed at the left of the window, while on the right was a figure of young Canada draped in a Union Jack with a crown of maple leaves on his head. At his feet was a globe atlas signifying, as the cards read, that a good old flag ruled over an Empire upon which the sun never sets. The centre of the window was occupied by one of the new series of Oxford Chancellor ranges bearing a card "Canada's Three Prudentials, all as strong as Gibraltar," refering to the King, the flag, and the range. In front of the range was a large bull dog. The front of window was trimmed with teakettles and beauty roses while the picture of the King was decorated with shamrock, rose, and holly. A larger Union Jack completed the background. This window, being the only patriotic window in the City of Vancouver, attracted much attention to store.

W. H. J.

COMBATING THE PEDDLERS.

Tillsonburg, December 14.—J. E. Weston, stove merchant, has adopted the plan of fighting the stove merchant with fire, he having secured the agency for a malleable range, which he will display in his store as well as loading a sample on his wagon and make a canvass of the farmers of this district for business. His plan has the advantage of heading off the peddlers and giving the farmers an opportunity of doing business with a local merchant in preference to a stranger who they have not seen before and are not likely to see again.

W. W.

AD. ON CALENDAR'S BACK.

St. John, November 30.—In sending out calendars every year to his customers, a local retailer does not follow the usual custom of having his name printed on the front, but invariably has it inscribed on the back. He claims this is a better advertisement for him than disfiguring the picture on the front. He has a demand every year for more than he can supply as he always selects something attractive and not being marred by an "ad." they are much sought after. These calendars are so much prized and admired that the people who get them usually talk about "Porter's pretty calendar without ony advertising on it," and he gets more advertising than he otherwise would.

The same dealer in sending out orders always marks them with a printed slip bearing his name, address and telephone number and with a space for marking the number of packages in the order. This latter feature enables the teamster to know just how many parcels he should have for that customer, and the names on the slip serves as a reminder to the customer of the dealer from whom the goods were purchased.

THE BUYER'S VIEWPOINT.

Hamilton, Dec. 14.—No fact is oftener lost sight of than that the buyer's point of view is usually as far as the poles asunder from that of the merchant who is trying to sell to him.

Failure of enterprising merchants to realize this is responsible for the fact that often the most carefully and scientifically devised selling schemes have fallen absolutely flat. This is particularly so in comparatively small places, where the mental attitude of the entire community is often practically the same.

It pays for a merchant to take a few hours off now and then and get out among his customers; to talk shop to them—or rather, to lead them to talk shop to him. The resulting light cast upon their view point will frequently disclose pitfalls, which it is profitable for the merchant to avoid.

A phrase that smacked of "irreligion" has often killed the effectiveness of an entire advertisement. In most towns it would be all right, but in the particular town where it is used the religious cast of mind is prevalent. Each locality has its prejudices, perhaps unconscious, but none the less effective. It is worth while for the merchant to know these before he imports a new selling idea, that has worked well in another place, but might not strike the public fancy in his own town.

It is an old superstition that the man with the best technical understanding of a line of goods frequently proves the poorest salesman. One man can take a typewriter to pieces and put it together again, and yet as a typewriter salesman he will fall flat, while another who can't hammer out 20 words a minute or do even a minor bit of repair work will sell machines in a style calculated to keep the factory running overtime. The secret lies in the fact that salesman No. 2 intuitively grasps from the outset the mental attitude of his prospective customer, and instead of bombarding him with technicalities uses just the arguments that will appeal to him—and no more.

It is just the same with the merchant. Arguments that would convince him in a moment would possibly repel his customer, who lacks his technical knowledge of the subject. Conversely, the merchant very often takes it for granted that the Man in the Street understands arguments which, as a matter of fact, are perfectly new to that gentleman and, if brought forward, would prove most convincing.

Hence it will pay the average merchant to study his business from his customer's point of view. His advertisements will probably be more appealing, his window displays more effective, and his whole business system is entirely likely to undergo many changes for the better.

V. P.

VANCOUVER MERCHANTS SYSTEM.

A real bargain in the window attracted many people to Hodgson & Stearman's, Vancouver recently. They had various tinware and graniteware articles in the window, offered at ten cents for each or any. The window was crowded with people, both on the outside and inside, and the large momentary business was greater than was anticipated. It kept the whole store pretty busy to look after the people. It showed how quickly people notice windows, and if on ordinary occasions they pass by apparently without looking, it is because there is not anything there at the time to particularly interest them. All of which means that there should be method in window dressing, with constant changing so that there will be something to catch the eye of everybody. What will not attract the attention of one person today, will be noticed by somebody else. Everyone does not want the same thing at the same time, and the point is to catch the person who wants a thing at the time he wants it. There are few householders who have not in their minds something they need, and who say to themselves, "Well, I'll get that the first day I have time." That day is generally a long time away, simply because he does not bother, but if he sees it in a window it is brought to his mind and often he takes it home with him.

R. B. B.

FROST ON WINDOWS.

Brantford, Dec. 13.—A local grocer is working a good dodge to keep his windows clear from frost. A long pipe, has been inserted about one inch from the bottom of the window, with very minute jets, which, when lit, generate enough heat to keep the frost away, without any danger of injuring goods by too much heat.

A.W.

James Thompson has resigned his position in J. H. Glover's hardware store at Aylmer and accepted a situation as traveling salesman for the Warnock Mfg. Co., Galt. Mr. Leak, of Chatham, succeeds Mr. Thompson in Glover's hardware store.

HARDWARE AND METAL

Established . . . 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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A MERRY CHRISTMAS.

Another week and Christmas will be here, and while the weather during December has not been favorable to country merchants, it is hoped that the coming week will be a record breaker, the people generally having plenty of money to spend and it only wanting good roads and cold weather to make the 1909 total excel former years.

The Christmas spirit is being taken advantage of by an increasing number of hardwaremen who realize that although the season is essentially a religious festival and a time for family reunions, that it is impossible to disassociate it from the gift-giving feature which has such an important bearing on the commercial aspect of this holiday season. At no time of the year has the merchant the same inspiration to dress his windows so attractively, advertise so freely, and decorate his store so beautifully as during the closing month of the year, when the opportunity presents itself to close the year with the busiest trade of the twelvemonth. Much, of course, depends upon merchants' foresightedness in preparing to handle the trade in the choicest and most profitable goods as well as in their display and sale.

The past year has been one which most Canadians will look back upon with pleasant thoughts. Farmers have garnered big crops, mechanics have worked overtime and merchants generally have done a business which equals, if it does not excel, the records of any previous year. And the new year approaches with prices on the ascendency in many classes of goods, paint and metal products particularly, being slated for advances for next year's trade. These advances betoken a strong market, a condition which retail hardware merchants will welcome with thanksgiving.

Hardware and Metal has shared in the betterment in conditions which have been the outstanding features of the year fast drawing to a close. The advertising announcements of manufacturers have contained descriptions of many new articles and improvements, and a change has also taken place in the style of the advertisements, many firms having adopted the policy of giving educative talks, descriptive of the selling qualities of the articles illustrated. This is an advance step toward more profitable publicity. Another feature noted in the advertisements is the tendency of manufacturers and jobbers to take advantage of their trade paper's pages, in which to make special announcements regarding changes in the price of their products, as well as giving an expression of their good will at the close of a successful season. In this issue, for instance, a two page announcement is made by a paint manufacturer who gives important market news. While few circular letters would escape the waste paper basket at this season, the hardware merchant will be sure to read his trade paper.

That their Christmas may be a merry one is the wish of Hardware and Metal to every manufacturer, jobber, salesman, retailer, clerk, warehouseman and delivery boy in the Canadian trade.

THE ANNUAL INVENTORY.

The first thing most jobbers and many retailers will do, after the rush of holiday trade is over, will be to take stock. By going at it systematically the job can be done by the first week in January and the rest of that month can be used in revising the system of bookkeeping in figuring out the cost of doing business, and in having an "after inventory" sale ahead of the less progressive competitors. Why let the work of taking stock drag on until the end of January, or into February, as too many merchants do ?

A small hardware dealer will say it is not possible to do the work as it shodld be done in a short length of time, because of his small force. It is as easy for him with three employes to inventory a $15,000 stock in four days as it is for the large jobber with 100 employes to inventory a $500,000 stock in the same length of time. And as a matter of fact, the largest stocks are often "taken" in even less time than four days. This is accomplished by systematic effort.

As far as possible, divide the force into teams of two. One man to call and the other to write down. Wherever practical, have a third man proteed each team counting or weighing and tagging stock. Use the loose-sheet system. These sheets can be held in a binder and turned into the office as rapidly as they are filled. In this way the inventory can be extended as fast as it is being taken and the final results are reached almost simultaneously with the final putting down of the stock. This system has a decided advantage over using a book, as by this method a number of teams can be working at the same time. The sheets should be numbered consecutively. After being footed and totaled, these sheets can be bound and preserved from year to year. Great care should be used in pricing goods.

The most successful merchants take the inventory at current prices. In this way a dealer knows exactly where he stands. Goods are worth no more and at the same time are worth just as much as they would cost if purchased to-day. If nails have advanced, take them at the present price ; if they are lower in price than when purchased, they should be reduced on the inventory. Out-of-date or dead stock should be taken at a sacrifice price.

In the dull January days the inventory can be worked over, and, by comparison with former inventories, dead stock will be brought to light. In the office the work of the inventory will be greatly helped if the sheets are promptly priced.

In small stores, where the cost on goods is marked upon the articles in stock, by far the best way is to call off these costs and put them down on the inventory as the stock is taken. This will not only save time, but also assure accuracy.

It must ever be kept in mind, that in order to have the invoice of stock of any real value it must be taken accurately. This is of vital importance. Some errors are bound to occur, but goods must be counted or weighed, not estimated, and costs should be known, not guessed at.

The importance of taking an inventory at least once a year cannot be overestimated. It is the only way for the hardware dealer to know exactly where he stands, to be able to tell how much net profit his business has made. Going completely through the stock in this way will bring to light many articles which have not moved for twelve months. This dead stock should be now placed upon a separate sheet and a strong effort made to dispose of it.

The job of inventory is one that few merchants like, but if done accurately and with care will be found to be one of the best, most profitable parts of the work in any store.

WHAT IS GOOD ADVERTISING?

The Toronto Globe of Dec. 16, reproduces on its front page, one of the articles published in Hardware and Metal's "business methods" department a fortnight ago on the subject of newspaper versus billboard advertising, and its action in doing so indicates the value of the reading matter published in the correspondence columns of this paper. The Globe endorses the view expressed by Hardware and Metal that billboard advertising is, as a rule, a waste of good money.

The retail merchant is, or ought to be, the best judge of the kind of advertising which brings results to makers of articles sold through hardware stores, and the fact that hardwaremen so seldom use billboards that it is a matter of comment when they do, is indicative of their poor opinion of that medium of securing publicity. Hardware merchants are becoming more and more liberal users of space in their local papers, both daily and weekly, and are finding this a valuable means of securing increased trade.

Where billboards are used by manufacturers, or where other questionable means are adopted to give publicity to articles of general sale, retailers will do well to draw the attention of manufacturers that much better results will be obtained by using the local newspapers.

PHOTOGRAPH HOLIDAY WINDOWS

It is only two more weeks until New Year's Day, when the Christmas window dressing and advertising competitions of Hardware and Metal close. Greater interest than ever before has been manifested in these contests and the result will be profitable and instructive to every competitor.

Hardware and Metal recognizes that merchants in smaller places have not the same facilities as those in the cities, so far as window dressing is concerned, and therefore has divided the field into two classes—towns, villages, etc., under 10,000 population and cities with a larger population. There are three prizes in each of these classes.

This gives retail merchants in the smaller places an opportunity to enter without competing with their friends in the trade who have better facilities in the way of larger windows.

The only stipulation so far as either class is concerned is that the window must be dressed with Christmas goods. In sending in the photograph tell who dressed the window and include a detailed description of how it was constructed.

In the advertisement competition all that is necessary is to forward one or more clippings from your local paper to us with the name of the writer of the advertisement, and the name of the paper it was clipped from. Prizes are divided in this competition in the same way as in the window contest. All entries in each case should be mailed not later than December 31 to the Editor of Hardware and Metal.

A NEW CO-OPERATIVE BILL.

Lloyd Harris, M.P., for Brantford, Ont., has announced that he is preparing a bill which is meant to provide machinery for the incorporation and supervision of co-operative societies.

This bill will not be in the interests of retail trade and especially will it be detrimental to the grocers should it go through. If the merchants were united all over the Dominion, such a pressure could be brought to bear against the passing of any such a bill, that it would scarcely ever be heard of. Nevertheless those who are united can do a great deal and also others who are interested can assist in preventing any legislation detrimental to their interests.

A co-operatipe society working in every city or town will do much to separate the merchant and his customers, even if it does not continue to become a success. Every association and every individual merchant should carefully watch this co-operative bill and make it a point to interview or write the member representing his constituency in the Hodse of Commons to oppose it.

No member of parliament interested in manufacturing goods which are sold by the retail trade should consider it fair to be instrumental in passing a bill that will be detrimental to retailers. Yet what else do we find in the case of Lloyd Harris, of Brantford?

DISCOUNTS INCREASE PROFITS.

While a good many dealers are rarely able to take advantage of the discounts offered by wholesalers for prompt remittance, it often happens that retailers have formulated the custom of taking the full time—30 or 60 days, or more—in which to pay these accounts, and at the same time have the money on account in their bank.

The advantage to be gained if they will pay up these invoices, either when the goods are shipped or at the end of 10 days, and thus save a small percentage by doing so, is an old story. Yet the amount to be thus saved, while seemingly of no account, is only another way of increasing profits. Many retailers realize this, and always observe care in making prompt payments. Others also realize it, but deem it of too little importance and do not heed the advice given them relative to this practice.

The savings which would accrue on $5,000 worth of goods at two per cent. would be $100. Is this worth saving? Most retailers believe it is, and also look upon the matter as an "easer" to their peace of mind with these bills paid. They are then able to devote their energies toward increasing their balances, pushing collections or cutting down expenses in some departments of their store which may need it. This matter should receive earnest consideration, because it opens the way for increased earnings.

It is common for retailers who follow the prompt paying system to keep outstanding accounts down to a lower percentage than those who are accustomed to make use of the entire time which they are ordinarily granted.

LIQUID PAINTS ADVANCING.

As recently predicted by Hardware and Metal liquid paints are billed for an era of stiffer prices. Important changes have either been announced or are contemplated, and it is pretty certain that before long all manufacturers will be in line in demanding higher prices. Some time back manufacturers in the States advanced their prices, and the same reasons which actuated them is now influencing the Canadian manufacturer—the high price of raw materials.

Flax-seed is scarce, and naturally, therefore, linseed oil is steadily advancing, this week showing a 2 cent increase, and it is thought that figures will not stop at this. White lead, one of the fundamental articles used in the making of liquid paints, has advanced during the year some 40c, while other properties such as turpentine, zinc oxide and colors have shown higher values.

Advances in the price of liquid paints, therefore, is only to be expected, and the trade would be well to be prepared for an increase all the way round of from 5c to 10c, and maybe more eventually.

CANADIAN TARIFF DECISIONS.

The Board of Customs sitting at Ottawa, have given recent rulings making wire draw plates used in wire-drawing machines come under the general tariff at 27½ per cent. and Keene's cement and Caen stone cement under the general tariff at 20 per cent. Under the British preference all these goods come in at 15 per cent. Refined petroleum showing a gravity of over .8235 is dutiable at 2½c a gallon; the British preference being 1½c a gallon. As rotary kilns, and revolving roasters and furnaces made of metal and designed for roasting ores, minerals, rock and clay are now made in Canada, they will no longer come in free of duty.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Spelter—Advance of 25c.

Linseed Oil—Advance of 2c.

Scrap—Tea lead ¼c advance.

Toronto.

Linseed Oil—2c advance.

Galvanized Sheets — 15c decline on some grades.

Pig Iron—Some imported grades advanced 50 cents a ton.

Tin—Up another cent.

MONTREAL.

December 17.—The only change in the markets this week, is an advance of 25c in spelter. This we anticipated last week, and is only natural considering the strong prices ruling in the primary markets. Tin would probably have shown another advance, but for the weakness which appeared on Wednesday in the London market. The high prices ruling have been speculative, and this makes merchants chary of disturbing their quotations. Copper is firm, while lead is much better in tone, reflecting the improvement noticed in the English markets since the 1st of the month.

Trade has quieted down as was expected, but a good aggregate volume of business has been done for the month—in fact better than the usual run of Decembers. A great deal of interest has been taken in the tin and copper markets, owing to the recent advance in figures. Users are undoubtedly prepared to buy much more heavily when the time seems ripe.

The tone generally is very bright, especially for this time of the year, and merchants are anticipating much higher prices before the spring. There is a reluctance to quote too far ahead. In this attitude they are buoyed up by the position in iron and steel. U. S. and Canadian producers are booked up with business months ahead, and are not, therefore, looking for orders.

PIG IRON. — Imported business has naturally quieted down, although a demand for store iron is not anticipated to be long delayed. There is no change in the domestic situation. New business has fallen off, but as the plants have work on hand for several months, this easing is not regretted. Prices are firm, ordinary grades at foundry making, $20.50, and best steel iron, $21.50. In imported iron we quote the following ex-store prices: Summerlee, soft, $20.50; Selected, $21; No. 1, $21.50, Middlesboro, $19.50. There is no marked change in the United States markets. Steel prices are well maintained, but in some quarters iron is weakening. This is only to be expected. Production under specifications on old contracts is as great as ever.

TIN.—There is no change in pig iron, and jobbing prices are quoted at 34c. But for the weakness developed during the middle of the weak, there would probably have been another advance. With the stiffening in the market inquiries have been good, but not much extra business has developed in a speculative way. The legitimate demand is good for this time of the year. The very heavy transactions in the English market caused some surprise, but they have been put down to one of those spasmodic bull movements, which now and then characterise the market. There seems to have been no real reason for the speculation, beyond the belief that the time is ripe to buy tin for a rise.

COPPER.—The local market is firm at 14½, with fair business offering. Conditions are reflecting the increased strength of the primary markets, and there is a healthy tone. Since the first of the month copper has firmed up steadily, not only in New York, but in London. According to statistics, consumption in the States during November decreased, but European stocks increased. So that things are pretty well evened up, although it would be safer to see the stocks in Europe decrease, and those in the States increase. The daily rate of production, however made a new record, and it is estimated that at the November figures copper is being turned out at the rate of 1,480 millions pounds a year. It is about time we had a merger.

Spelter.—As we anticipated last week, spelter has advanced 25c. and we now quote $6.25 per 100 lb. Trade is good, although the large users are out of the market for the time being. The primary markets keep very firm, being well above the £23 mark in London, and the $6 mark in St. Louis. There seems a good healthy tone all the way round.

LEAD.—Lead is unchanged at $3.70 for both imported and domestic. There is fair trade moving. The English market is showing much better strength, and from the 1st of the month has shown higher figures.

SCRAP.—The scrap market is on the quiet side. Cast iron is moving fairly well, but the bad roads are against trade. Tea lead has advanced ¼c, and is now quoted at 2½c. Other lines are unchanged: Heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass, 10c; heavy yellow brass, 8c; light brass, 6¼c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron $12; machinery cast, $14; malleable, $9; miscellaneous steel, $7.

TORONTO.

December 17.—The local market continues to show briskness in trade, though with the closing of the year orders are of a more conservative volume than was the case a month ago. This condition is not due to any fear of the market sagging, but merely for the purpose of making the year's business show up well by not having an accumulation of stocks. The prospect for 1910 is at present splendid, and the first half of the year at least will show an immense improvement over the corresponding half of 1909.

Prices on the whole are stationary and firm though some grades of pig iron, especially imported iron, have advanced about 50 cents a ton because of the winter freight rates. Tin has gone up another cent; and galvanized sheets, which showed strong a week ago, have declined this week. All the other metals are unchanged.

PIG IRON—There is still considerable business being done in pig iron, and this has tended to keep the market firm. While buying is hardly as heavy as during the past few weeks, because of the closeness of the year's end, still this quiet tone makes the market show no lack of strength. Thus metal men hold firmly at unchanged quotations. Indeed because of winter freight rates some grades of pig iron show advances of 50 cents a ton. Especially is this true of imported grades. Summerlee ranges now between $23 and $24, and Middlesboro No. 3 and Clarence are up to $22. Bessemer, too, is somewhat higher. The other grades remain at last week's quotations. Glengarnock is $23.50; Jarrow and No. 1 Clarence, $21.75; and Canadian foundry, $22. Manufacturing irons show more strength. Band iron, No. 10 gauge, is now at $2.30 base; and iron-finish steel is $2.25. Wire has gone up $1 a ton across the line, with another $1 advance promised in January.

TIN—The advance of last week is added to by another cent this week. The local quotation is now $34.50. Business is quite brisk. The imports of tin into America (Canada and United States) from abroad up to December 1 totaled 37,775 tons, an increase of over 6,000 tons over a like period in 1908.

SHEETS AND PLATES—Galvanized sheets show up much easier this week. The interests which only a week ago decided on an advance—and it must be said the market seemed to warrant an advance—have this week retrenched, and even lowered the prices on Queen's Head and Fleur-de-Lis by about 15 cents. The situation is strong, however, and business keep good.

COPPER—The usual weekly story is to be told this week. The foreign market showed considerable strength and London jumped the price 10 shillings on Monday. It has since then declined, however. New York did not fluctuate to such a great extent, so the sum total is that copper stands to-day just about

where it was a week ago. Toronto is in the same position it was last week with quotations at 14c and 14½c for casting and lake copper. Since the opening of May the world's visible supply of copper has increased 100,000,000 pounds.

SPELTER—This metal is steady and firm with unchanged prices prevailing. Foreign spelter is at $6 and U.S. spelter runs from $8 to $8.50. Sheet zinc is worth $6.75 in 5-cwt. casks, and less quantities are quoted at $7.

LEAD — While locally lead has not changed either in condition or price—the quotations remaining at $3.65 for imported and $3.55 for domestic — the primary markets are showing up firmer. The increase in production is none too great—less than 3 per cent. being the rate of increase during the past three years.

OLD MATERIAL—The coming of snow put a damper on trading in this line to some extent. The amount of business done, however, was fair. Prices continue unchanged. Heavy copper wire is 12c; copper bottoms, 11c; heavy red brass, 10½c; heavy yellow brass, 8½c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¾c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15 to $16; stove plate, $13; malleable and steel, $8; old rubber, 9c.

HARDWARE MARKETS

MONTREAL.

December 17.—Despite the near approach of Christmas, trade has kept up wonderfully well, and well assorted orders are still coming in for rush delivery. From the nature of the demand it does not seem as though dealers had left off buying until the last minute, but that a goo consumption call has already made inroads on their stocks, and they have to sort up. This is very noticeable in the holiday lines.

Skates and hockey sticks are going out at a very fast clip, and it is surprising where they are all going, especially as the season locally at any rate has been very bad up to now for skating. The country roads, too, have been against buying, so that if conditions had been more seasonable, trade would have been quite a record. Builder's hardware continues to go well, while there is more strength to lumbermen's supplies, the men being now in camp. Despite the open weather, weather strip, sleigh heaters, and snow shovels are in good demand.

Booking continues quiet and little is expected until the new year, when the travelers are on the road again. The various representatives are now on the way back or preparing to return for the usual conventions at headquarters.

BUILDERS' HARDWARE—The continuance of the open season has stimulated the sale of builders' hardware. The building activity going on in and around Montreal, is shown by the fact that one day last week the number of building permits issued broke the record for any December. Lock sets, escutcheons, bolts and butts are selling well. We quote: Lock sets (inside) $4 per doz. and up; lock sets (outside $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES.—General sorting up orders keep up surprisingly well, and there is a good movement in weather strip, sleigh bells, horse blankets, tools, lanterns, and stable requisites. Enamelware is also moving well. Carpet sweepers, wringers, washing machines, bread mixers, food choppers are prominent. Altogether there is a very good movement all the way round.

CUTLERY AND SILVERWARE. — Carvers in cases, table cutlery, scissors, razors, pickle frames, tea and coffee pots and cut glass lines are still in excellent demand, and it is evident that dealers have already experienced a strong call. Altogther trade in these lines has been above the average.

SPORTING GOODS.—The movement in skates and in lesser degree hockey sticks is the most prominent feature of the sporting goods department. The demand for skates has been unusually heavy. Snowshoes, toboggans and sleds are in good demand, but the open season has not helped these lines.

MINERS' SUPPLIES.—The weather has helped mining operations, and in consequence there has been a steady call for supplies at unchanged prices. We quote: Miners' picks, 16½c a pound; prospectors' hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½; drill steel, 8c.

BOLTS AND NUTS.—The market is very firm and the demand keeps up well. There must be plenty of construction work going on. Nails are also showing good strength. We quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

WIRE NAILS.—$2.35, cut $2.40.

LUMBERMEN'S SUPPLIES. — The fact that lumbermen are now in camp has stimulated the sale of tools and camp supplies. Prices are firm, and we quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up, axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up; better grades, 43c per foot and up; axe wedges, 25c a dozen and up.

WIRE.—The demand is quiet, and no improvement is expected until after Christmas. We quote: Barb wire, car lots, mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b., Montreal. Coiled spring fencing, $2.30; straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

December 17.—There is a "'tween seasons" air to business this week. Not that the Christmas buying is entirely over, but there seems to be a better call for general and winter lines, no one class of goods usurping all the attention. The whole range of the hardware field is showing marked activity and there is a good feeling exhibited among jobbers.

Skates, sleigh bells, food choppers, sleds, stable fittings, lanterns and like articles are the particular hardware items moving this week; and builders' and shelf hardware of many patterns and various lines are in splendid demand.

Prices hold firm with no reported changes. Wire has advanced another $1 a ton across the line, and is said to be slated for a still further advance of $1 in January. So far this has not affected the Canadian, or rather local situation. A change in the listing of loaded shells is promised for the new year. Not that the prices will be altered one way or the other, but more uniformity will in future be shown on the lists. Both smokeless and black loaded shells will be given list prices and the same discount will affect both grades.

CHRISTMAS GOODS—Holiday present buying has dropped off considerably since last issue, though sufficient goods are still being ordered to make this line keep pretty much to the front. Toys and outdoor articles usually classed with sporting goods are the principal things moving under this head. Brass bird cages and small tool chests are favorites.

WINTER GOODS—Staple shelf and seasonable wares are having a better call this week now that the holiday rush is over. Most orders are somewhat belated, evidently because of the much better retail purchasing going on, actual needs only making the buyers enter the field. Sleigh bells, blankets, lanterns, snow shovels, pitch forks, etc., are the wantable articles and also there is a good existing demand for various shelf hardware articles.

BUILDERS' HARDWARE—The local building permits are keeping pace with that set earlier in the summer, but the hardware trade is better able to supply all needs. Lock sets continue to be the foremost line. Builders' tools, too, are fairly active. Carpenters' adzes are at $14 a doz., and augers and bits range all the way from 30 to 60 p.c. A number of barn door hangers and latches are being sold again, the former at prices running from $4.25 to $11 a doz. pairs, and the latter from $2.25 to $7.50. Door bells

continue to be quoted at 45 and 10. Building papers are firm. Canadian locks and keys are yet 45 and 10 p.c.

HOUSEHOLD GOODS—With the exception of food choppers and some cooking utensils there has been a lessening in demand for household goods this week. After the Christmas holidays, however, this line is expected to return to normal. Lamp goods and oil are selling well.

SPORTING GOODS—The demand keeps up splendidly. Particularly is this true of skates and hockey sticks and supplies. Many of these articles are going out as Christmas presents for boys. This season seems to be a skate year. Stocking up was light last summer, so many jobbers are able to get rid of surplus stocks carried over from last year. There will be a change in the listing of loaded shells in January, the new list making for more uniformity. Toboggans are selling well, as are all kinds of sleds.

HEAVY GOODS — Cut nails are steady, but the demand for cut nails is great. Some anvils have gone to the north prospecting country. They are quoted at 5c a pound. Bolts and nuts are fair in demand, as are screws and rods. Pipe of all kinds is good.

U.S. METAL MARKET.

New York, Dec. 15.—The Iron Age says the advance of $1 in wire nails and other wire products effective December 11, represents a total advance of $5 a ton above the low level of May, but leaves prices still $4 a ton below the level of 1908. Announcement is made by the United States Steel Corporation that the American Sheet & Tin Plate Co. will start at once at Gary, Ind., on the building of a large sheet and tin-plate plant at a cost of $4,500,000. This company is now operating 80 per cent. of its tin-plate capacity. Western railroads are expected to come in the market soon after January 1 with further considerable orders for new cars. Specifications on all finished materials have been very heavy in December to avoid cancellations of low-priced contracts January 1. An advance in merchant pipe is looked for in the near future. Coke is easier, and both for early shipment and delivery in 1910, concessions are made from recent prices. The pig-iron market is very quiet, with slightly lower prices in nearly all districts. A significant development of the week is the decision of members of the Pacific Coast Metal Trades' Association operating fabricating shops to use imported structural steel, because of their failure to secure a differential from the railroads on material shipped from the east. A first order of 20,000 tons has been placed abroad.

U. S. IRON TRADE.

Cleveland, O., December 16.—The Iron Trade Review says: The predominant feature of the iron and steel market continues to be the extreme activity of buyers in taking out their material against contracts. With the mills steadily receiving a volume of specifications that compares very favorably with the record total entered in November, makers are not greatly concerned with the apparent decline in new business, which, however, is following the precedent of other years in the slowing up during the holidays. Moreover, the new tonnage coming out is not inconsiderable, and the prospects for renewed buying early in the near year are reported to be promising.

Leading manufacturers of sheets and tin plate have sold practically their entire outputs for the first half of 1910 and are receiving specifications in December at the heaviest rate for any final month in their history. In semi-finished steel, which may be regarded as a reliable index to strict manufacturing activity, some of the largest makers report their December tonnage is running the largest of the year.

HARDWARE TRADE GOSSIP

Ontario.

The Batty Hardware Co., Norwich, has assigned.

Brandram-Henderson, Montreal, have decided to establish a branch warehouse in Toronto.

The mother of Frank S. Sheppard, Toronto city traveler for Wood, Vallance & Co., died on Tuesday last.

James Anderson, vice-president of Brown, Boggs Co., makers of tinsmiths' tools, etc., at Hamilton, is dead.

The Gurney Foundry Co. has been granted a permit to erect a three-storey warehouse to cost $36,000 on Adelaide Strect close to their Toronto works.

The Collins Mfg. Co., Toronto, have moved into their new factory on Symington Avenue, adjoining the C. P. R. tracks, in the northwestern part of the city.

D. Cinnamon, Lindsay, and J. Walton Peart, St. Mary's, were visitors at the Toronto office of Hardware and Metal on Wednesday. Both report holiday trade as being slow and unsatisfactory up to the present time owing to the mild weather and absence of sleighing. In Lindsay the slowness may be due to the "Winter Fair" which is to be held at Lindsay on Tuesday, December 21, prizes being offered for the best farm produce, animals, etc., brought in that day. Another feature is a big baby show. The fair was a big success a year ago but the merchants are not altogether satisfied with it being held Christmas week.

Negotiations are in progress for the erection of a wire and nail plant at Fort Willian. Prominent Montreal capitalists, including H. S. Holt, president of the Montreal Light, Heat & Power Co., and F. W. Thompson, second vice-president and managing director of the Oglivie Milling Co., are interested. Interviewed on the project, Mr. Holt said that they were progressing as rapidly as possible, but it was impossible to say how soon they would commence the erection of the plant. Mr. Holt further said, "The advantages of a plant at Fort William are threefold. There is cheap fuel, and cheap raw material, for the Soo Cirporation will soon erect a steel rod mill at their plant, which will give us raw material practically at our doors. We will also have cheap water power. No definite plans have yet been drawn up, but we are progressing as fast as possible with neogtiations."

Quebec.

David Curle, employed as a messenger boy in the James Walker Hardware Co., Montreal, has been charged with the theft of about $800 worth of hardware and cutlery from the store.

A. Bremner, A. W. Bremner, J. A. Bremner, George Benoit, and Eliot Knox have been incorporated to engage in the manufacture, importation, and sale in Montreal of cement, drain pipes, etc., under the name of Alex Bremner, Ltd., with a capital of $200,000.

At the annual meeting of the Montreal Metal and Hardware Association, of the Montreal Board of Trade, the following officers were elected. President, W. Starke; vice-president, H. J. Fuller, Treasurer, J. H. Hanson; directors, H. Walter Dorken, C. H. Godfrey, W. J. Hayes, and T. Esmond Peck. T. H. Newman was chosen as the association's nominee for election to the Council of the Board of Trade.

George Hadrill, secretary to the Montreal Board of Trade has returned from attending the Chambers of Commerce of the Empire held in Sydney, Australia.

Lorne E. Webster, of the Nova Scotia Steel and Coal Company, has returned to Montreal from Quebec where he resides during the navigation season.

Joseph Lupini, representing Holzapfels, Newcastle-on-Tyne, Eng., makers of marine paints, is in Canada looking after prospects.

Western Canada.

Wm. Hopkins, hardware merchant, Saskatoon, was re-elected mayor of that city this week.

The tender of the Hick Hardware Co., Lethbridge, for heating No. 2 fire hall at that place, was accepted by the town council. The contract is worth $930.

James A. Gemmill, hardwareman at Tugaske, Sask., is to be married shortly to Miss Maude L. Reynolds, of New Scotland, Ont.

William Garnett, carctaker in J. H. Ashdown's hardware storc, at Winnipeg, was instantly killed while repairing the elevator on Tuesday last.

Maritime Provinces.

A steamer is being loaded with steel at the Dominion Steel Co.'s plant at Sydney to go to Prince Rupert by way of the Horn. A second steamer will take a cargo of rails to the same place before the end of the year.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

White Mountain Refrigerators. — A particularly handsome, 72 page and cover, catalogue has been issued by the Maine Manufacturing Co., Nashau, New Hampshire, outlining the new features introduced in the "White Mountain" series for 1910, as well as giving a complete list of their full line. An important and interesting feature is the 24 page insert in the centre of the book, giving colored views of the company's stone quarry, water-fall and pine forests, from which they draw the materials for their "Stone White" line. The natural stone is quarried and then treated to a special process, making a marble-like interior for their refrigerators. Another interesting section, is that devoted to the company's new "Pure White" series in which the cleanliness of the refrigerator is ensured by a white interior finish baked and re-baked until a china-like surface is secured indifferent to atmospheric or chemical action. Copies of the catalogue can be had by writing the company, and mentioning Hardware and Metal.

IRON ORE DEPOSITS ABOVE OTTAWA.

The iron ores of the valleys of the Ottawa and Gatineau rivers have been the subject of an investigation by Fritz Cirkel, M.E., for the Mines Branch of the Department of Mines, and his report comes at a very opportune time, owing to the development lately assumed by the smelting of iron ores by electricity; for the region in question possesses great watter powers, a part of which could very aptly be applied to the establishment of an iron and steel industry.

After describing in detail various iron ore deposits, Mr. Cirkel concludes that many of these would yield ores which could in all probability be treated in the electric furnace. It is stated in the report that this method of reducing the iron ores can compete with the blast furnace for the production of pig iron when electrical energy can be developed at a low cost.

The report is well illustrated by five plates, fifteen drawings and two maps, and the whole forms a volume of 147 pages, which constitutes a valuable addition to the series of bulletins on the mineral resources of Canada, issued under the direction of Dr. Eugene Haanel, by the Mines Branch of the Department of Mines.

Keep thinking about five and ten cent tables until you get them in your store. Hundreds of hardware dealers have made them a huge success.

FOR QUEBEC SUBSCRIBERS.

C. D. Chown, recently connected with the Montreal office of Hardware and Metal has been appointed permanent traveling subscription representative of the paper in Quebec Province. Mr. Chown, as a former retail hardwareman man, knows the problems which confront the trade, and his past experience will enable him to intelligently discuss



C. D. CHOWN, MONTREAL,
A Former Hardwareman who will Represent this Paper in Quebec Province.

the difficulties merchants meet with every day. It is the intention of Hardware and Metal to have Mr. Chown call upon subscribers in every part of the province, and merchants will confer a favor by co-operating with Mr. Chown, in furnishing him with their ideas on progressive retailing and their views on the treatment of questions which are daily presented to them for solution.

INDOOR SPORTS.

A great deal of attention is now being displayed to indoor sports and the merchant should encourage this because some profitable lines are included amongst them. Exercisers and developers, punch bags, fencing foils single sticks, basket ball, revolvers for indoor shooting, are all good lines. There is a great spread of the athletic fever, and the merchant who encourages it is wise.

Traps should also not be neglected. Furs are commanding a high price, and the prospects are that this will be the most successful trapping season for many years. Trappers are said to be planning extensive operations and the merchant should be prepared with a complete stock. The great point is to be ready for the demand, and not lose a sale to a trapper who is in a hurry, because the lines are not in the store. In other words, specify now.

ANOTHER CANADIAN INDUSTRY.

The Northern Aluminum Co., which recently established offices in the Traders Bank building, Toronto, and which has secured large orders for aluminum wire for the Hydro-Electric power system, intends to inaugurate an active campaign to introduce their cooking utensils to the retail hardware trade in Canada. For the present the stock will be imported but a site has, it is understood, been selected for a Canadian factory at either Niagara Falls or Brockville, near their existing plants at Niagara Falls and Massena, New York. The company already has furnaces and a wire plant at Shawinigan Falls, Quebec. The Northern Aluminum Co. has already introduced its kitchenware in Toronto and other cities, and an exhibit of their products will be made at London during the convention of the Ontario Retail Hardware and Stove Dealers' Association next February.

The Northern Aluminum Co. is a branch of the Aluminum Company of America, whose headquarters are at Pittsburgh, and which recently declared a stock dividend of 500 per cent. and gave notice that it would increase its capital from $3,200,000 to $25,000,000. The company is now paying the equivalent of 24 per cent. per annum on its common stock, which sold some months ago as high as $350 per share and in 1907 at $500 per share. The declaration of a stock dividend has been expected for the last three years, but was delayed by the 1907 panic and is part of the general plans of the company to enlarge the scope of its operations. The stock dividend entails the issuance of $16,000,000 additional stock, bringing the outstanding common up to $19,200,000. In 1904 the company had but $1,600,000 common outstanding, but declared a 100 per cent. stock dividend in that year.

The company, through one of its subsidiaries, recently applied to the Canadian government for the privilege of damming the St. Lawrence River below Brockville, so as to create 80,000 horsepower to be used at Massena, where the company has a $5,000,000 investment.

In spite of the expiration in February last of the patents under which aluminum has been made in the United States, the Aluminum Company has not as yet met with any new competition.

The present capacity of the Aluminum Company is understood to be about 20,000,000 lb. per annum, which is nearly 40 per cent. of the world's total production of aluminum. Last year, however, the company did not output more than 8,000,000 lbs., and at the present time is not operating more than half its capacity. Through reductions in price the company expects to popularize the use of aluminum and greatly increase its output.

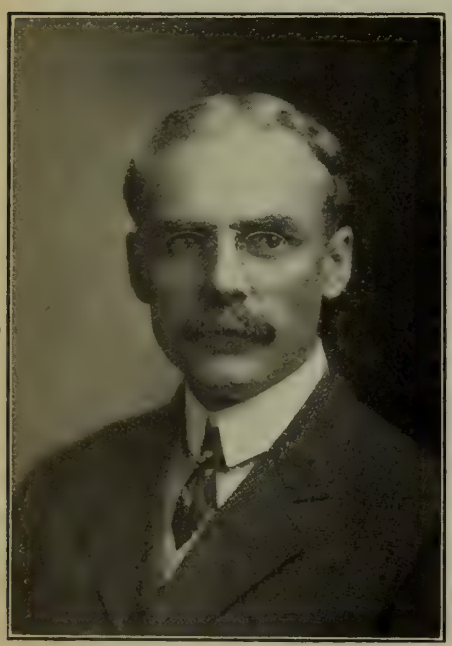
Some men never do anything on time except quit work.

Martin-Senour Paint Travelers Annual Convention

New Plant to be Erected to Replace Works Established in Montreal Five Years Ago—Convention of Travelers and Dinner to the Staffs of the Various Departments—Optimistic Outlook for the Coming Year's Business.

There was a representative attendance at the annual convention of the traveling staff of the Martin-Senour Co., at the Windsor Hotel, Montreal, a fortnight ago, those present including: W. H. Gerke, manager; B. C. Hazlett, advertising manager, Chicago; J. A. Naud, J. H. Conover, W. T. Fleming, E. J. Cookson, W. Hill, G. Tasse, R. Tasse, W. P. Walsh and A. Moulton.

The convention was opened on Wednesday morning by Mr. Gerke, who spoke of the splendid success of the company during the past year. He made special mention of the enthusiasm displayed by their agents, and of the gratifying success all were obtaining. Mr. Gerke referred to the increases in returns that each month had shown since the ending of their fiscal year on June 30. With regard to the future, he was of opinion that Canada was now on the verge of an era of prosperity which it had never before experienced. The outlook for the company had never looked so bright, and he assured the traveling staff that the high standard of quality of their goods would be maintained regardless of any advance in raw material. The company would not hesitate to advance prices so that the quality should be safeguarded.



Z. E. MARTIN, CHICAGO.

A Canadian who has Won a Wide Reputation as a Paint Manufacturer.

Reports were received from the various territories, all the representatives expressing optimistic views as to business during the coming year.

One afternoon was devoted to a discussion by Mr. Conover and Mr. Naud on the question "How to make a Martin-Senour agent." The main point brought out was the advantages that accrued to each individual merchant by the company's plan of confining their lines solely to one agent in each section thus giving him the sole benefit of all the advertising power of the company. A visit was also made to the permanent exhibition of the company in the Builders' Exchange, Eastern Townships Bank Building.

The Banquet.

"Quality, nothing else but quality." This was the sentiment running through all the speeches which were made at the banquet on Thursday night at the Canadian Club. It was the emblem of the Martin-Senour Co., and the salesmen showed that they meant to uphold it. It was a truly happy gathering. Mr. Gerke presided, supported by Mr. Hazlett and Mr. Naud. The traveling staff and other departments were represented, and a representative of Hardware and Metal was also a guest.

The chairman proposed the toast of 100 per cent. pure and the salesman.

W. Hill, J. H. Conover, A. Moulton, W. P. Walsh, and G. Tasse replied. One and all voiced the advantages they possessed in the high quality standard set by the company. So long as the quality was maintained there was nothing to fear.

The toast of the evening, that of the Martin-Senour Company, was proposed by J. A. Naud, who has been identified with the company since its paints were first introduced upon the market. He gave an interesting review on the development of the business, showing what great strides had been made in a comparatively short space of time. Some 12 years ago Martin-Senour paints were selling only in a jobbing way, now they had only to look at the great number of agents all over the Dominion to see what quality had done for them. He paid a special tribute to the work of Mr. Gerke, who in the first place did not come to Canada to stay. He merely intended to put things in order, and then go back to Chicago. But he found that the field was so promising that he had to stay, and Mr. Naud hoped that he would always be there. Their success was due to the quality of their goods, the thoroughness of the management, and the ability of their salesmen.

Mr. Gerke said that when he came to Canada about 5 years ago to start a factory, he did so with the understanding that he should go back to Chicago again. But when he had grasped the situation, and saw what prospects the company had before them, he made a hurried trip back to Chicago, became a benedict, and spent his honeymoon in organizing their Canadian factory. They could realize what work he had in front of him. The company were under big contracts for spring requirements, and there was little time to spare. He put a night and day gang on, ordering materials, etc., and on February, 7, 1905, he had the first Canadian made tin of "100 per cent. pure" drawn and sent to their president, Mr. Martin, as a souvenir. Mr. Gerke also spoke of the interest taken in the success of the Canadian business by Mr. Martin, who was a Canadian by birth, having been born and raised on a farm near Knowlton, Que. Mr. Gerke spoke of the difficulty in introducing high priced goods in a large city. They had educated the merchant in refusing cheap for higher grade goods. Mr. Gerke also referred to the advance in crude materials increasing the price of paint. It required courage to advance their selling prices, but they were determined to maintain quality at any price. It was the only sensible and logical argument to place before their customers.



W. H. GERKE, MONTREAL,

A Chicago Man who was Favorably Impressed With Canadian Possibilities.

To Build New Plant.

Mr. Gerke then made the announcement that a new factory was to be started in the spring, situated in the north end of the city. That step had been rendered necessary by the development of their business. They were going to spare no money in making it up-to-date. They had bought enough ground for many extensions, from time to time, and he hoped that next year they would be able to hold their convention and dinner under their own roof.

In reply to the toast of the advertising department, Mr. Hazlett said he looked upon advertising as being essential to business. He was greatly helped in his work by the fact that he was backed up by the quality of the goods he was advertising. It rendered his work easier, and it gave him conviction when talking to the consumer.

The toasts of Z. E. Martin, "Our Absent President," and of J. A. Lord, "Our Treasurer," were honored, and telegrams were sent wishing them long life and every prosperity. The office staff, the factory, the shipping department, and the trade press were also toasted.

W. T. Fleming, the company's wholehearted and genial representative in northern Ontario was congratulated as a top-notcher, having brought with him an order for a full car-load of Martin-Senour products from the George Taylor Hardware Co., of Cobalt.

Annual Meetings of Commercial Travelers Assns.

Travelers' Club May be Organized at Montreal — Captain Bernier to be Guest at Travelers' Banquet at Montreal — Elections at Halifax—Annual Meeting at Toronto Next Week.

A TRAVELERS' CLUB.

At the annual meeting of the Dominion Commercial Travelers' Association, held in the Windsor Hotel, Montreal, Saturday evening last, a subject was broached and met with the approval of the members present to such an extent that it was deemed advisable to call a special informal meeting afterward for the discussion of the project—the formation of a social club for travelers. Since the subject was one with which the association as a body can have absolutely nothing to do, it was necessary that it should not be brought up at the meeting of the D. C. T. A., and the after-meeting was the result.

When the club is established—for it was decided to go ahead with the project—members of the club will be able to entertain outside friends, including customers, while they will always have some place to take their local customers when occasion requires. It was clearly explained that the club was to be conducted on strictly business lines, and that it was emphatically not a drinking place, and no misconduct would be tolerated.

It was pointed out clearly by the promotors of the idea that the Travelers' Club was to be absolutely independent of the Dominion Commercial Travelers' Association, and that the two were to have nothing in common. Membership is to be open only to travelers over twenty-five years of age, who are earning sufficient money to insure their moral responsibility. Merchants will probably be given the opportunity of becoming associate members.

A committee was formed composed of the following gentlemen: J. Bevans Giles, chairman; F. N. Picard, Major J. T. McBride, D. M. Lefebvre, Hackett, Austen, W. J. Egan, Samuel Woods and H. B. Levine. These gentlemen will consider the whole question.

Some thirty-five travelers present handed in their names as members of such a club. The fee will be about $25 a year.

On every plate, at the annual dinner of the Dominion Commercial Travelers' Association, a card will be placed, outlining the club proposition, and requesting those in favor of the idea to express themselves, and to attend a meeting, which will be called in the holidays to arrange for the securing of a charter, and the drawing up of the constitution of the new club.

President S. J. Mathewson was in the chair, supported by vice-president Giles and treasurer Max. Murdock. Mr. Mathewson spoke of the courteous action of the Federal Government in changing Thanksgiving Day from a Thursday to a Monday, and Mr. Murdock read a resolution of thanks, to be sent to the Government, which was passed unanimously.

MARITIME TRAVELERS' ELECTIONS.

The annual meeting of the Maritime Commercial Travelers' Association was held in the Board of Trade rooms on Wednesday evening, December 8. The report of the president and directors show the association to be in a flourishing condition. The membership now totals 926, against 869 for 1908. The resources of the association for the past year have increased nearly $10,000.

The annual banquet of the association will this year be abandoned in favor of a "Smoker," which will be held at the Halifax Hotel on December 30. The officers for 1910 were elected as follows:

President.—Charles Blackie.

Vice-Presidents for Nova Scotia.—A. Milne Fraser, D. Rutherford, P. T. Strong, William Tapp.

Vice-Presidents for New Brunswick.—R. F. Humphrey, A. E. Massie, H. V. Vaughan, J. E. Petrie.

Directors.—H. E. Pyke, R. A. March, F. H. Keating, J. B. Douglas, L. L. Libby, J. McL. Fraser.

Treasurer.—O. E. Smith.

The new president represents Clayton & Sons, wholesale clothiers, Halifax, and has been on the road 25 years in the interetss of that firm.

ARCTIC TRAVELER AS GUEST.

Capt. J. E. Bernier has accepted an invitation to attend the annual banquet of the Dominion Commercial Travelers' Association in Montreal, on Monday next. Other speakers include Sir Frederick Borden, R. L. Borden, Henri Bourassa, F. Robertson, Hon. Frank Oliver, and W. Cauldwell.

TORONTO TRAVELERS' MEETING.

The executive of the Commercial Travelers' Association of Canada met in the Toronto offices on December 11 and approved of the draft of the annual report, which is this week being distributed among the members in anticipation of the annual meeting, which will be held on Thursday, December 23.

The voting for next year's officers will close on Monday, December 20, at noon, when all ballots must be in, and the declaration of the poll will be announced at the general meeting.

It is unlikely that a banquet will be held this year. At least no date has yet been set by the executive. The feeling seems to prevail that the week between Christmas and New Year's, when this annual event usually takes place, is not a popular one for this function as the traveling men prefer to give all their spare time at this season to their families. If this opinion is general it may be that the banquet will be postponed until about February 1 if not indefinitely.

TRAVELERS' BENEFIT ASSOCIATION.

It was announced at the annual meeting of the Dominion Commercial Travelers' Mutual Benefit Association, held last week in Montreal, that there had been 18 deaths during the year. There was a surplus of $12,634 for the assessment account and $739 for the working expense account. J. H. Ferns was elected president of the Board of Trustees, and E. D. Marcean, vice-president, and Chas. Gurd, treasurer.

DRUMMERS' SNACK DINNER.

The annual dinner of the Drummers' Snack Club will be held at the Arlington Hotel, corner King and John Streets, Toronto, on Thursday, Dec. 23, at 7 o'clock.

DOUBLE SPIRAL SCREW.

A new double pointed screw which has some novel features is now being introduced by the Anchor Screw Co., Toronto. The spiral running round the body of the screw is a double one right down to the point, or rather to the double point. This enables the screw to enter wood quite easily and quickly. The tests made with this screw have so far proven satisfactory on these two points and have also shown that the screw has a holding power of great strength. The screw is made of high grade steel.

Trade News from the Atlantic to the Pacific

Galt Hardwareman Fined For Selling Air-gun to Small Boy—Paris Merchants Form Collection Agency—Calgary Gets New Industry—Trade Conditions in Various Parts of the Dominion.

HALIFAX.

December 13.—The Christmas trade in hardware lines is starting in fairly brisk, and the outlook for a good season's business is very bright. While the volume of business is large the sales are principally confined to small lines and therefore the returns are not very great.

All the dealers now have their windows decorated for Christmas, and while no elaborate displays are made, the windows are very tastefully and attractively trimmed. Some of the stores handle lines other than hardware, and these are being put to the front.

The prices of all metals are very firm, and the tendency is to go still higher. There is a good demand for nails, wire being quoted at $2.45 and cut at $2.60. The sales of bar iron and sheet iron are good, and there is an active demand for horseshoes. Boiled oil is quoted at 76 cents in barrel lots, and raw at 73 cents in barrel lots, and 78 cents in smaller quantities.

The Newfoundland Smelting Co., with a capital of $100,000, has just been registered at St. John's. The intention of the company is to erect a smelter at York Harbor, Bay of Islands, with a capacity of about one hundred tons a day. The company will get their supply of ore from the York Harbor property, having already one year's supply ahead of them. They also hope to get a quantity of ore from outside concerns, and anticipate that with it will give a boom to the copper mining industries in Newfoundland. The company wll export the copper to Swansea and New York. J. H.

MONTREAL.

Dec. 14.—The permanent exhibition in connection with the Montreal Builders' Exchange, Eastern Townships Bank, was opened last week. The hall was nicely decorated, and the various stands, occupied with displays from different firms catering to the building trade, presented a very pleasing and businesslike appearance. The hall covers about 4,000 square feet, and is thus large enough to show off exhibits well. This is the first effort which has been made to establish such an exchange in Canada. It is intended that the exhibition shall remain open to the public at all times during business hours, in order that owners as well as architects and contractors may have a better opportunity of making selections of any supplies of which they may be in need. Some 300 guests visited the exhibition during the evening, and supper was served, and musical selections rendered.

J. M. Arcand, president of the Exchange, formerally opened the hall. He felt sure that the exhibition would be just what the building trade required. It would be easy for them to inspect the different products when displayed in the Hall. He was very pleased to see so many present.

Among the firms who have taken are Thomas Robertson & Co, Dominion Radiator Co., Taylor-Forbes, Warden, King & Co, Martin-Senour Co., Dougall Varnish Co., Robt. Mitchell Co., Jas. Robertson, U. S. Steel Products Export Co., and John Lysaght (A. C. Leslie & Co).

KINGSTON.

December 14.—Frederick Simmons, of Simmons Bros., hardware merchants, is working on a contract for plumbing and tinsmithing in connection with the new assembly hall at the Brockville asylum.

A fact which goes to show that there has been a big demand for cement, is that nearly all the big grain vessels coming into this port during this season, were chartered on their trip back to Ft. William, to load cement at Belleville. An enormous amount of cement was taken out of Belleville, and the vessels plying between Ft. William and Kingston, found it very convenient to stop at Belleville and take on a cargo, thus making both ends of the trip profitable. E. G. B.

BRANTFORD.

December 14.—Local hardware dealers report that last week's seasonable weather had a most bracing effect upon winter goods, especially such lines as are connected with sports. "If we only have another week of it, we would run up sales to equal or excel last year's," said a Colborne Street hardware dealer, on Monday, "but if it continues like today, drizzly and wet, our sales will be materially decreased. We look forward to a splendid sporting goods season, however." In answer to a query as to how the fall stove trade had been, he answered. "The best stove season we have ever had, in all lines, coal, wood and gas heaters and cookers being in good demand. The local factories have been working full time all year, and the result is that our cash trade is very good, many of our credit customers preferring to pay cash down, and secure lower prices, as on stoves we allow a discount of from $3 to $5 for cash." The manager of an electric supply store said that the demand for electric novelties was very good, an electric toaster, which has just been put on the market, is having a good sale. This is displayed in their main window with two pieces of toast in the rack, drawing considerable attention.

The local merchants and newspapers are now working the slogan, "shop early, and shop in the morning," almost every large advertisement containing this watchword. This is being done in order that every customer may receive good attention, as most of them delay until the afternoon or evening, when, consequently, there is a big rush. The local hardware dealers will remain open every evening from now until Christmas.

The Dominion Natural Gas Co. struck two gas wells at Woodhouse, near this city, last week. The Oxford Oil & Gas Co., of this city, which has been operating in Oxford County, near Woodstock, has struck a heavy flow of gas, and as this is the second big flow struck, it appears a certainty that Woodstock will be using natural gas and fuel within a few months.

A meeting of the merchants of the Town of Paris was held on Thursday evening last for the purpose of discussing mutual trade protection. Secretary Willetts of the Brantford Merchants' Protective Association was present, and addressed the gathering.

It was decided to organize the Paris Merchants' Protective Association. Chas. McCausland was appointed president; C. H. Burns, secretary; J. A. McTavish, Thomas Dunn, J. W. Hilborn, Arthur Sayles and John Knill executive committee pro. tem. An active organization is the aim of the new association.

Secretary Willetts of the Brantford Merchants' Protective Association reports that he has collected over $2,000 of "bad debts" in the few months that the association has been organized.

A Galt hardwareman was on Friday fined $3.50 for selling an air gun to a 11-year-old boy. In this neighborhood the law against selling to boys is strictly enforced. A. W.

WINNIPEG.

Dec. 14.—Local hardware stores are at present anything but attractive, due to the preliminary process of decoration. Next week we hope to note some extremely picturesque interiors and windows. Several retailers are making a strenuous effort to outclass any previous attempt at window displays.

R. Wyatt has almost completed the interior decoration, and the cris-cross design of highly colored ribbons of paper that run from wall to wall, shows some artistic ability on the part of William Brown, who did the work.

McDonald & Fleming have had a fine display of razor strops done up in beautiful Xmas boxes in the window for several days. The display, however, is to be superceded shortly by a more elaborate window. It is noted that the class of goods this year is of a higher order and the quantity of gift goods is much larger. This fact makes it evident that the display everywhere in the store will be better than in previous years.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

GOOD line of hardware wanted on commission for city and country. To commence January 1st. Apply Box 925, HARDWARE AND METAL, Toronto. (49)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

ENGLISH firm manufacturing full line of paints, dry colors, varnishes, etc., desire to secure Canadian agent who has good connection with the Canadian hardware trade. Having direct steamer connection with Montreal, long experience in manufacturing, up-to-date plant and equipment and large output, we believe good live Canadian agent could build up good business for us. We would be willing to advertise the line in Hardware and Metal. Apply, giving agencies held at present, to Box 917, HARDWARE AND METAL, Toronto. (50)

MANUFACTURERS' AGENT with good connection with hardware trade wanted to take hold of first class line of ice cream freezers. State lines already carrying. Box 922, HARDWARE AND METAL, Toronto. (50)

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

TILES—Wanted resident agents to sell glazed tiles, floor tiles, etc., in Winnipeg, Montreal, Quebec, Toronto, Halifax, Vancouver. Apply "Tiles," HARDWARE AND METAL, 88 Fleet Street, London, England. (51)

U. S. MANUFACTURER of hammocks wants to secure good live Canadian agent. State agencies already carried and facilities for covering hardware trade. Box 923, HARDWARE AND METAL, Toronto. (50)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET OF TINNER'S TOOLS FOR SALE—In use only six months. Latest design. A bargain. C. J. Werner, Mitchell, Ont. (51)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Stove, tinsmith and plumbing business in good Western Ontario village. Water works just going in. Price $2,500. Apply Box 924, HARDWARE AND METAL, Toronto. (tf49)

FOR SALE—Hardware, tin and plumbing business in Western Ontario. Stock $5,000. Turnover $18 000. Fine opportunity to the right party. Box 918, HARDWARE AND METAL, Toronto. (50)

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

FOR SALE—First-class stove, tinware and jobbing business, including furnaces, eavetroughing, metal roofing plumbing, glass and a nice line of hardware. Stock about $3,500. Shop, including house and barn, can be had at a nominal rental. Situated in a thriving Ontario village on a leading railway. No opposition. Above price includes tools, horse and waggonette. Box 927, HARDWARE AND METAL, Toronto. (51)

OLDEST established business in Saskatoon. Possession January 1st, 1910; turn over $30,000; stock about $7 000; lease $110 a month goes with stock, which will be sold at rate on the dollar. S. A. Clark, Limited, 1st Ave., Saskatoon, Sask. (tf)

MISCELLANEOUS

A BOOK-KEEPING STAFF IN ITSELF—doing the work with machine precision and accuracy—the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom handpower elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. John Kay Co., Ltd, 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING—A century ago accounting meant keeping books. To-day you can keep accounts cheaper, better, quicker and more accurately by throwing away all books and instaling a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write us to-day. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Limited, 8 John St. N., Hamilton. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3.00 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

YOU can display your goods to better advantage through the use of up to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

$75 buys the best duplicating machine on the market. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quoins, key, set of reglets. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED at once. Apply, stating experience and salary expected, Box 926, HARDWARE AND METAL, Toronto. (52)

WANTED, at once, hardware clerk with one or more years experience. Must be steady, reliable and a pusher. Give references, also state experience and wage expected, Clements & Co., Milton, Ontario. (51)

WANTED—Salesman with well established trade in Canada to sell an old and well established line of refrigerators on commission basis. Give full details as to lines carried, references, etc. Box 912, HARDWARE AND METAL, Toronto. (50)

WANTED—An experienced hardware man, capable of taking charge of a business, with capital to buy interest in business. This business is a very prosperous one and is a good opening for the right man. Box 921, HARDWARE AND METAL, Toronto. (51)

WANTED— January 1st, 1910, two experienced hardware travelers for Ottawa Valley. In applying state experience and what section of country traveled. Reference required. Apply by letter or in person to Thomas Birkett & Son Co., Ltd., Ottawa, Canada.

WANTED—By wholesale importing house, first-class salesmen for hardware and similar lines, to cover Montreal and surrounding districts. A1 references absolutely necessary. None but first-class, experienced men need apply. Box A, HARDWARE AND METAL, Montreal. (51)

WANTED—For January 1st, 1910, experienced hardware salesman. Write fully, giving road experience, territory covered, etc. Good opportunity for A1 man. Miller, Morse Hardware Co., Winnipeg, Man. (52)

WANTED—Clerk with four or five years' experience, able to speak French and English fluently. One with window dressing experience preferred. Apply Hockens & Siddons Hardware Co., P.O. Box 1057, Moose Jaw, Sask., with references and salary expected. (1)

Some difficulty has been experienced by retailers in keeping the window glass free of frost. During the severe cold blast of last week several prominent hardware windows were coated heavily with ice from top to bottom. W. A. Templeton is constructing a device whereby warm air is brought direct from the furnace and issues through the floor of the window seat a few inches from the glass. This keeps the glass from freezing over.

The Rocker ash sifter is being handled very extensively by the department stores of the city and it is to be regretted that more of the retail hardware merchants do not handle them. They are an article that every household requires and that every hardware merchant could sell if he made an effort to do so.

J. J. Foote, manager of the McClary Mfg. Co., left the city last week on a few days, tour of the west. While absent he will visit the newly established branch at Saskatoon.

The employes of the wholesale hardware houses are preparing to organize a curling league for the coming season. The Moulden trophy will again be competed for and if the enthusiasm prevails no doubt a very interesting series of games will be played this winter.

F. M. Morse, of the Miller-Morse hardware Co., returned last week from a three months' trip abroad.

L. C. H.

CALGARY.

December 9.—President C. O. Bassett, of the Patent Holding & Manufacturing Co., of Spokane, Wash., arrived in the city and closed a deal Thursday, for a block of ground in the east end near the Calgary brewery. The factory buildings will be erected in the spring of the coming year. The site embraces a little over an acre of ground, and the price was $5,000. The company will erect a 40 x 80 factory, and will expend about $10,000 in building and machinery this spring.

A large land deal has just been put through in Southern Alberta, when T. Ellis and P. J. Russell, representing the Vancouver, Prince Albert Meat Co., purchased the large ranch of P. Muirhead situated 10 miles west.

VICTORIA.

December 9.—Trade for the first part of the month has been very good. A spell of very cold weather had the effect of bringing in a good number of stove orders; also, those hardware dealers who carry a stock of skates did a lively trade for a few days, supplying the wants of skaters.

This is the earliest skating we have had on the coast for some years.

Holiday trade is starting to come along very nicely. A vigorous "shop early" campaign having, apparently, some effect in inducing the public to make early purchases and not leave all to the last week.

The B. C. Hardware Co. have a unique window display this week. An automobile has been constructed from general hardware stock. The body of the machine is made of fire screens, as is the top cover. Seats and front are roasting pans, while the wheels are made of stove pipe elbows, with stove pipe for axles. All the little etceteras that go to make an auto complete are put on. It looks a good deal like the real thing—at a distance.

The Westholme Lumber Co. are to construct a three-storey building on Government Street. Work will commence at once.

Tenders will be called for the new Y. M. C. A. building in January.

The Provincial Government has let the contract for the new Lampson Street school to Thos. Ashe, for $14,854. The building will be heated with the Rutley tubular furnace system.

The school trustees have decided to ask for $10,000 for a new school for the east end of the city, to be built on land recently purchased for this purpose.

A Vancouver syndicate, Auld, Gwynn & McLarty, representing the Northern Oil Co., are looking for a site for an oil refinery near Esquimalt.

W. B. C.

NEW WESTMINSTER.

December 11.—Mr. Goldsmith, of Edmonton, Alta., who has discovered a new method of manufacturing powder, making it less dangerous, is seeking a site for a works in this neighborhood. At the meeting of the Board of Trade in this city, W. R. Gilley, A. E. White and the secretary were appointed a committee to ascertain particulars regarding an island in the Fraser river, which is suitable for site purposes, and see if an agreement could be made with Mr. Goldsmith. The powder in question is simple in manufacture and will not explode unless confined.

R. B.

1910 CALENDARS.

W. F. Macpherson, Prescott, Ont., has supplied the customers of his retail store with a well chosen calendar, 16 x 20 inches, showing a handsome woman inhaling the fragrance from an Easter lily.

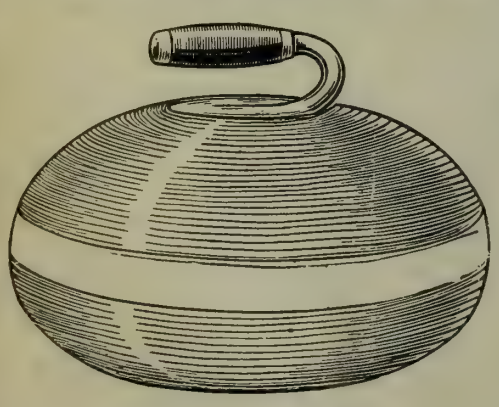
The B. Greening Wire Co., Hamilton, have for fifteen years been issuing an annual calendar to their customers, and this year have a new design, showing their immense plant at Hamilton, together with pictures of Nathaniel Greening, who established the business at Warrington, England, in 1799, Benjamin Greening, who began the industry at Hamilton in 1859, and S. O. Greening, the present head of the company.

Lewis Bros., Montreal, have mailed to buyers of their Black Diamond axes, a neat paper weight in the shape of a Black Diamond axe head, which wants but the handle to make the actual tool. It is neatly boxed, and makes a very useful present.

St. Marys Hardware, Limited, St. Marys, have issued the first of a series of monthly calendars, the one for January being entitled "A Winter Girl." It is accompanied by seasonable printed matter supplied by manufacturers advertising carpet sweepers, sad irons, and tungsten lamps.

CHANGE IN MANAGEMENT.

George Gillies has disposed of his interests in the Toronto Bolt & Forging Co., and T. H. Watson for many years the vice-president and managing-director, has been elected to the presidency of that company, also assuming the active management of their various plants.



EXCELSIOR RED HONE

Curling Stones

STOCKED IN ALL WEIGHTS

These Stones were specially selected by MR. JAS. McDIARMID while on his Scottish tour last season, and will be found perfect in every detail.

The Winnipeg Paint and Glass Co. LIMITED

EDMONTON - - - - - WINNIPEG

THE CALGARY PAINT AND GLASS CO.

A Paint for Everything

AND

Everything for the Painter

PAINTS
OILS
TURPENTINE
GLASS
BRUSHES
PAPER-HANGERS' TOOLS



VARNISHES
STAINS
DRY COLOR
OIL COLORS
JAPAN
COLORS
BURLAPS
SASH BARS
LEAD

G. F. STEPHENS & CO., LIMITED

MANUFACTURERS and JOBBERS
WINNIPEG and CALGARY

CORRUGATED IRON

We make it—either painted or galvanized—in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths. . . . . .

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

WINNIPEG CEILING & ROOFING CO.

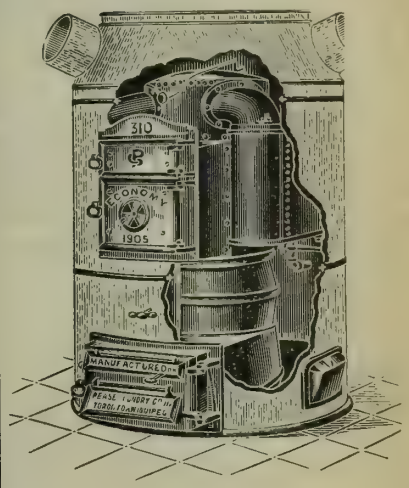
Sheet Metal Manufacturers

FORT ROUGE, WINNIPEG

Traveler Wanted

By leading Western specialty hardware house, including stoves and furnaces. Give particulars and state if familiar with tinsmithing. Communications held confidential. Box 929, HARDWARE AND METAL, Toronto. (52)

PEASE ECONOMY WARM AIR FURNACES



Are manufactured to sell to the trade for installation in buildings where

Heat Distribution, Fuel Economy and Long Life

are the chief considerations. Let us assist you on your next prospect.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 17. — The repeated orders for holiday goods and specialties are so large that the past month's business is considered a record one. A traveler who arrived in the city a few days ago, after spending several months in Saskatchewan, stated that retailers were not stocking as heavily as they were accustomed to doing a few years ago. The present transportaton facilities from Winnipeg to points west, are so good that merchants find they can order light and more often. The fact that there are several wholesale houses opening in various places in the west has also tended to bring about this result. Ths condition marks a new era in the business life of the west. Heretofore merchants ordered all stocks once or twice a year whereas now they order from the nearest wholesale house, whenever they want an article. It is not surprising then, that at this point in the wholesaler's career he finds the trade more active than usual. And with "the old order changing giving place to new," the future looks bright.

All lines are moving well in winter goods. Stoves, heaters, weather strip and lanterns, are having a good sale. Lumbermen's supplies are in demand and in some quarters there is a shortage of axe handles. Cutlery of all kinds is in special demand, as well as all grades of plated ware. Collections are fair, and old standing accounts are being cleared off.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron, No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

Horse Nails—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8 $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb boxes.

Wire Nails—$2.80 Winnipeg and $2.35 Fort William.

Cut Nails—$3 per keg base; pressed spikes, $3.30 base, usual extras.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ⅜ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½; 10, 33c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Augar Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, $8.69; 7-inch, $9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; piced 30 japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond 50; Granite, 60 per cent.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, $5.50; ⅜, $5; 7-16, $4.70.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—20c per lb.

Lanterns.—Cold blast, per doz., $7; coppered, $9; dash, $9.

Rope.—Sisal, 9½; pure manila, 11½; British manila, 10c; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

Bar Iron.—Bar iron, $2.45, Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Pig Lead.— $5. Lead pipe, $6.

Sheet Zinc.—Casks, $7.50; broken lots, $8.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe.—Black pipe, ¼ in., $2.45; ⅜, $2.75; ½, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½, $20; 3, $26.50; 4, $38; 4½, $50; 5, $48,50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

Fittings. — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, $3.65; 18, $3.70; 20, 3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ¼ box, $5.75; IXX., full box, $13.50; ½ box, $7.

Terne Plates—I.C. plates, $8.50.

Canada Plates. — Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 25c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, $6 to $6.50, according to brand, bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal.; linseed oil, raw, 78; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, $5; FF sporting, do., $5.25; tower proof, do., $8; honker, in 25 lb. tins, per tin, $9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, $26.50.

Weather Strip—Wood and felt, No. 61, $1,25 per 100 feet; No. 62, $1.75; No. 64, $2.25. Blue felt, 40 cts. per pound.

A FORTUNATE HARDWAREMAN.

J. E. Trelford, who for 18 years prior to March, 1908, conducted a hardware business at Markdale, Ont., is spending the winter in Toronto. After selling out his business in Markdale he went west, settling in Saskatchewan. Fortune has smiled upon him since he went west and he is now the owner of many broad acres and town lots. He cultivated some land himself in the capacity of what might be termed a gentleman farmer. His principal vocation, however, has been the buying and selling of land and he is already an enthusiastic westerner. He gives some glowing results of the success which has attended the efforts of many farmers in the west, mentioning one, for example, who this year cleaned up $15,000 out of 900 acres of land. This was his first effort. He speaks of another farmer in Alberta who cleaned up $48 an acre, net, from fall wheat, the yield being 60 bushels an acre. Enthusiastic as he is about the west, he is still enthusiastic over Hardware and Metal. "I took Hardware and Metal" said he, "from the first time it was published."

"Hyde Park"

(Registered)



SKATES

are unquestionably the best machine-made skate on the market. Manufactured only from the finest grade of steel procurable and carefully welded and tempered. Heavy nickel-plated, and every pair guaranteed against defective material or workmanship. We can supply in all sizes for men and women, and with flat or rounded blades.

Retail Price $3.00 Per Pair

Write for Wholesale Prices.

The Hingston-Smith Arms Co.,
Limited
Wholesale Sporting Goods
Winnipeg

SHERWIN-WILLIAMS FLAXOAP

A LINSEED OIL SOAP FOR GENERAL CLEANING

is a pure Linseed Oil Soap. It is just as efficient for general surfaces as it is for those around the house. Flaxoap cleans oil and grease from metal surfaces as well as from wood. It contains no animal fat whatever and consequently dissolves readily and thoroughly. It avoids waste and enables the work to be done economically.

Flaxoap can be used with excellent results on:

Automobiles	*Furniture*	*Railway Coaches*
Buildings	*Launches*	*Steamboats*
Carpets	*Linoleum*	*Street Cars*
Carriages	*Metal Surfaces*	*Windows*
Cut Glass	*Mirrors*	*Wood Surfaces*
Dishes	*Oil Cloth*	*Woodwork*
Floors	*Public Institutions*	*Yachts*

Flaxoap cleans all surfaces. Let us send you all the facts.

THE SHERWIN-WILLIAMS CO.

MAKERS OF PAINTS AND VARNISHES 748

CANADIAN HEADQUARTERS AND PLANT,
897 CENTRE STREET, MONTREAL, QUE.
WAREHOUSES:
TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.



A MARTIN-SENOUR PAINT AGENCY

if fully explained will interest you.

The 100% PURE PAINT will increase your sales.

We will be pleased to explain fully our agency proposition and show you the line of up-to-date advertising matter.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

EDMONTON - - - - - WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Brandon Shoe Co. will erect a $7,500 factory at Brantford.

The San Francisco Stone Co., is considering a proposition of starting a plant at Calgary.

The Ontario Engine & Pump Co. have decided to locate at Calgary and will buy a big block next spring.

Excavations are in progress for the erection of an eight-storey office building and warehouse at Montreal, for Beardmore & Co., leather manufacturers, Toronto.

Mr. Sterett, of the Independent Asphalt Co., Seattle, is looking into the possibilities for locating a branch plant at Vancouver, to cost in the neighborhood of $40,000.

A communication received from Mr. Tennant, financial man for the syndicate which proposes to establish large wire nail and rolling mill plants at Fort William, indicates that the plants are to be established in the immediate future.

The People's Ice Co., financed by well-known business men of Toronto, with the assistance of practical ice manufacturers, have decided to erect a plant at that place to produce "Absopure" ice, under rigid sanitary conditions.

Mount Forest ratepayers will, on Jan. 3, vote on a by-law to aid the enlargement of Leslie Brothers' planing mill and factory, in that town, by granting them free water for the use of the factory, and a limited assessment and taxes.

R. E. Cushman, of the Canadian Lead Mining & Smelting Co., stated that the company had $170,000 to invest in a plant at Kingston. At first from 35 to 50 men would be employed, and the number would increase as the industry developed.

Mr. Goldsmith, of Edmonton, Alta., who has discovered a new method of manufacturing powder rendering it less dangerous, is desirous of securing a site somewhere near New Westminster, on the Fraser river, for the manufacture of powder.

President C. O. Bassett, of the Patent Holding and Mfg. Co., Spokane, Wash., has closed a deal for a block of ground in the east end of Calgary, and factory buildings will be erected early in the spring of the coming year. The company will expend about $10,000 in buildings and machinery.

The Western Drydock & Shipbuilding Co. have filed plans and specifications of the proposed buildings to be erected on their site at Bare Point, Port Arthur. The buildings include a warehouse, blacksmith shop, foundry, pattern shop and storage, office, power house, machine shop, boiler shop and joiner shop.

The Cockshutt Plow Co. is commencing extensions on their plant at Brantford, which, it is said, may result in an outlay of $100,000, next spring. It is also stated Frost & Wood concern may go to Brantford, owing to recent selling arrangements entered into with the firm by the Cocvkshutt Co., which may result in a merger.

W. E. Redway, Toronto, submitted a proposition looking to the establishment of a shipbuilding industry at Belleville. He wants a free site, $10,000 worth of dredging done by the city, a loan of $25,000 without interest, to be repaid at the rate of $1,000 a year, and exemption from taxes other than school taxes. In return he proposes to build a plant valued at $30,000.

The Canadian Bond Hanger & Coupling Co., a Canadian branch of the Bond Co., operating in Manheim, Pa., and capitalized at $75,000, will start operations in February at Alexandria. The directors are: President, Charles Bond, Philadelphia; vice-president, John McIntosh, Alexandria; directors, Hugh Munro, Alexandria; Martin G. Hess, and M. T. Williams, of Manheim, Pa.

Two new industries will commence operations in Berlin during the next few weeks. The Berlin Fuel Savers Co. have leased part of the old market building and will make the new fuel saver and heat generator, which has been patented; and Wm. J. and Fred Witte have returned from Newark, N.J., and have leased a flat, where they will manufacture high-grade buttons.

It is expected that with the coming of spring the manufacture of turpentine and tar will be carried on extensively by Joseph Feinbrook, at his factory, near Doaktown. $65 000 is being invested this winter, and by spring 20 stills will be in operation. It is expected that starting about next May 200 men will be employed and besides the turpentine and tar it has been decided to manufacture wood alcohol and creosote.

A large American firm, so it is reported, has acquired almost all the leading lumber and pulp properties between Quebec and Murray Bay, and is forming them into one large corporation. Rumor says that over a million dollars have been invested by Americans in lumber properties on the north shore. It is also said that a large foreign company has acquired the iron mines of the Bay St. Paul district, and that vast sums of money will be spent for their development.

Port Arthur's industrial committee has closed an agreement with the Canadian Linen & Paper Co., represented by E. P. Bender, Winnipeg; Dr. Phar. Winnipeg; H. F. Forest, Winnipeg, and Prof. Meygret, France, to locate a manufactory there for the making of linen and paper from flax. The company gets 50 acres site free, but no bonus, except tax elimination. It will start May 1, 1910, on the erection of a $50,000 plant, and will spend $250,000, in five years, and employ at least 150 men. The company will use an entirely new and secret process, making linen at a greatly reduced cost. One of the principal reasons in coming here is to get water and air free from alkali.

Municipal Undertakings.

Barton Township council will supply a water system to residents on Hamilton mountain.

Work on the construction of a sewage disposal plant at the foot of Omemee Street, St. Thomas, has been commenced.

J. H. and Hugh Murphy, of Buckingham, Que., have waterworks construction contracts at Weyburn, Sask., worth $50,000.

Supt. Hewitt, of Kingston's waterworks department, states that it is necessary to renew the service pipes on King Street, that city, at a cost of $3,500.

The Toronto Board of Control has awarded the Canada Foundry Co. the contract for 2,000 lengths of 12-inch cast iron pipe, at $16.75 per length, or $33,500 in all.

In order to keep pace with the requirements of the city, another loan to enable the Victoria council to proceed with the extension of the sewerage system will have to be arranged for at a very early date.

It is proposed to lay at Toronto, water mains on Conduit Street, near Western Ave., 370 feet, at a cost of $441.78; Minto Street, 280 feet, at $285; Pacific Ave., 150 feet, at $155; and Quebec Ave., 375 feet, at $443.70.

New water mains are contemplated for a number of Toronto's eastern streets, as soon as they are brought into the city. These include Waverley, Chester, Whitney, Woodbine, Balsam, Coxwell, Ashland, Lincoln, Ashdale and Redwood.

Reinforced concrete pipe to carry the sewage effluent from the sewage disposal works across Ashbridge's Bay at Toronto, wil be purchased from E. W. Hyde, Jr., for the sum of $18,855, and the Canada Foundry Co. will receive $41,000 for supplying riveted steel pipe to continue the work into the lake.

Public Buildings.

A public hospital will be built at Oshawa.

The new Toronto technical school will cost $650,000.

The C. P. R. propose to build a $3,000 station at Eganville.

Alterations costing $60,000 will be made to Ottawa's city hall.

St. Bartholomew's Anglican congregation, Toronto, propose erecting a new $25,000 edifice.

The Railway Commission has ordered a union station to be built at Regina by the C.P.R., C.N.R. and G.T.P.

A new Catholic school to cost $25,000, will be erected at Fredericton. Contracts will be let early in January.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

Ask US to quote you for

PAINTS (READY MIXED AND IN PASTE)
DRY COLOURS
DISTEMPERS, VARNISHES, Etc.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

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HOYLE ROBSON BARNETT & CO. Ltd.
HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE
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CONTRACTORS TO
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To save time, please send samples to match and fullest particulars

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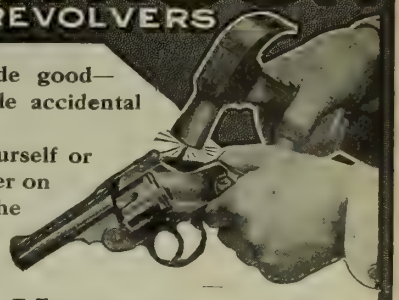
NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

OVER A MILLION AND A HALF
IVER JOHNSON
SAFETY AUTOMATIC REVOLVERS



OUR CLAIM of *Absolute Safety* made good—we have never learned of a single accidental discharge.

This means that you can't harm yourself or others by striking an Iver Johnson hammer on the drawer of desk or bureau, catching the trigger on your pocket, accidentally dropping it or striking it. Prove it—

Hammer the Hammer

Make any test you please. There can be but one result. You will be convinced of its absolute safety. The revolver *can't* go off until you pull the trigger.

Makes Good on Claims and Makes Good Profits

The advertising of Iver Johnson Revolvers covers the whole field—big magazines and sporting publications. All inquiries are referred to the dealer—never handled by mail where the dealer will supply.

Iver Johnson Revolvers are not premium goods—never sold to "catalogue houses"—distributed through the trade only.

Send for Dealer's Catalogue and give your Jobber an Order.

TRADE MARK IVER JOHNSON

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.
Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

The Quality of the Iron

carried by a hardwareman reflects the quality of his general stock!

Be on the safe side by selling

LONDON IRON



London Iron is the kind which is uniform and flawless throughout. Write for prices.

Sales Agents: Baines and Peckover, Toronto, Ont.; Bissett & Loucks, Winnipeg, Man.

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

Work on the Lacombe Home at Saskatoon, will be recommenced in April next. The building will cost $75,000.

The Canadian Northern Railway will proceed at once with the erection of a temporary station office and freight shed at Ottawa, to cost about $5,000.

Plans are under way for a new Methodist Theological College, which is to be erected at Strathcona, in connection with Alberta College, at a cost of $100,000.

The work of reconstructing the old post office building at Montreal, will be commenced as soon as the Christmas rush of mail is over. The sum of $80,000 will be expended.

The University of Saskatchewan governors have accepted the plans of the new buildings proposed to be erected, and have decided to proceed with the building of three of them.

The New Chemistry Building given to the Kingston School of Mining by the Ontario Government, will be erected by Michael Sullivan, whose tender of $60,000, was the lowest. Work will be started at once.

The St. Catharines city council has decided to submit a by-law to the ratepayers at the January election to authorize a grant of $15,000 to the trustees of the General and Marine Hospital, towards the erection of a new $75,000 hospital.

Plans for a new wing to the Toronto Isolation Hospital have been forwarded to the Board of Control by Medical Health Officer Sheard. They provide for an addition three storeys high, with separate wards for scarlet fever and measles. The estimated cost is $80,000, and may run as high as $120,000.

General Building.

A. Viens is to erect a three-storey building at Montreal, at a cost of $10,000, to house 12 families.

Having sold their present premises the Y.M.C. will next summer begin the erection of a new building at Montreal.

The church home at Montreal, has been granted a permit for a new $12,000 building. G. W. T. Nicholson, is the contractor.

Joseph Sayward will erect a six-storey building at Victoria, the ground floor of which will be used for stores and the rest for office purposes.

The plans for the addition to the premises occupied by Kelly, Douglass & Co., at Vancouver, are now completed. The new building, will cost $80,000.

Building permits recently issued at Hamilton are as follows:—D. Kelly, two houses, $2,400; John Poag, house $12,500; H. J. Bush, house, $2,000.

A permit was issued at Montreal to Jas. H. Maher for a new apartment house to accommodate 26 families, and to cost in the neighborhood of $18,000.

F. Wilson, of Lassen, Alta., has had elaborate plans prepared at Calgary for a large hotel, which he intends to erect at the new Grand Trunk Pacific town of Lassen.

The following building permits were issued at Quebec recently:—Fred. Hunt, dwellings (four), $4,000; Bryson, Graham & Co., warehouse, $12,000; T. J. Somerville, dwelling, $2,000.

The C.P.R. are said to me contemplating the building of a large modern downtown hotel on the old St. Lawrence Hall site, at Montreal, which was purchased by the company three years ago.

The following building permits were recently issued in the Oak Bay, B.C., municipality:—R. R. Jones, a two-storey house, to cost $4,500; J. S. Floyd, a two-storey house, $5,000; Dr. H. Rundle Nelson, a two-storey, house, $6,000.

A. Rivet, Montreal, has been granted two permits for houses, at that city. One block will comprise six houses to contain 18 families, and is to cost $15,000. Almost adjoining a $9,000 building will be put up to accommodate 12 families.

The following are recent permits granted at Toronto:—W. N. McEachren, two pairs dwellings, $10,000; C. Garfunkel, four pairs dwellings, $16,000; Imperial Motor Car Co., garage, $25,000; G. T. Somers, dwelling, $13,500; H. Simpson, apartment house, $20,000; R C. Vaughan, dwelling, $15,000.

A. B. Ormsby & Co., at $1,070, have the tinsmithing and metal roofing contract for the new Logan Avenue public school, Toronto. The heating and ventilating contract went to J. R. Seager at $4,850, and heat regulation to the Johnston Temperative Regulating Co., at $775. Reid and Brown will supply structural steel at $2,073.

Railway Development.

The new electric line from Port Hope to Toronto proposes to construct branches to Uxbridge, Peterboro, Lindsay and Lake Ontario from points on its main line.

An English company proposes establishing a trolley system at Moncton, N. B., by purchasing the charter now held by the Moncton Electric Street Railway, Heat and Power Co.

D. D. Mann, of Mackenzie & Mann, is quoted as stating that the grading on the line to Camrose from Strathcona, would be started early next spring and completed by the early autumn.

E. A. Evans, general manager of the Quebec Railway, Light & Power Co., has received instructions to prepare and revise the plans already made in connection with the building of the Quebec and Saguenay Railway, from St. Joachim to Murray Bay. He is now engaged in making arrangements for a final survey in estimates for this work, which, in all probability, will be started next year.

Officials of the Alberta & Great Waterways Railway, which will be the most northerly road in Canada, running 350 miles northeast from Edmonton, are arranging for starting active construction in the spring. The officers here are: W. R. Clarke, of Kansas Cit, president of the United States Trust Company and president of the Alberta Railway, and E. A. James, of Edmonton, general manager of the company. Contracts for the whole 350 miles will be let in January, and these will stipulate that 150 miles should be completed for operation by next fall. The road will terminate at Fort McMurray, 350 miles northeast of Edmonton. At Fort McMurray it will connect with the Peace, Athabaska and Mackenze rivers, which together have 3,500 miles of waterway navigable by steamers, stretching to the Arctic and Pacific oceans. The road will thus connect the Arctic ocean by water and rail with the transcontinental railways at Edmonton.

New Companies.

Acme Vacuum Cleaner Co., Montreal, capital, $20,000; to manufacture vacuum cleaners. Incorporators, W. T. Cumming, A. J. Brown and F. G. Bush, Montreal.

The Jones Hardware Co., Uxbridge; capital, $11,000; to carry on a general hardware business. Incorporators, Laura N. Macnab and Jno. Macnab, Port Perry, and Wm. O'Hara, Uxbridge.

Canada Pipe & Steel Co., Toronto; capital $100,000; to manufacture iron, steel and metals, and make tools, machines and repair and construct structural work. Incorporators, J. L. Ross, A. R. Bickerstaff and A. W. Holmstead, Toronto.

NEW COKE OVENS AT SOO.

The Lake Superior Corporation has placed a contract for the instalation of a system of by-product coke ovens, at the Soo plant. The apparatus will consist of a series of 110 ovens, arranged in two batteries, each of 55 ovens. The type of oven will be the same as is being erected at Gary, Ind. The cost of the plant will be about $1,500,000. The charge of coal for each oven will be about 13 tons, making a total charge for the 110 ovens of over 1,400 tons of coal. The yield of coke per oven will be about 10¾ tons, or nearly 1,200 tons per day. For the generation of industrial power nearly 10,000,000 cubic feet of surplus gas will be available. Indicated by heat units, the quality of this gas represents a heat value of about 200 tons of good coking coal. The distinguishing feature of this system system is the extraction of ammonia direct from the gas in the form of sulphate of ammonia, without the employment of a water scrubbing process. An improvement in the coke quenching arrangement will also be instituted, so that instead of having a coke bench the coke will be pushed into a coke quenching car. It is expected that the plant will be in operation by January, 1911.

The Retail Paint Trade

PREACH QUALITY.

Quality—not price. Does the merchant realise the great difference between the two. Does he realize that while quality will give him lasting friends, price will give him but one-time customers. Price draws but once. Captured by the "bargain" the customer buys, and paints. But the sun and the rain soon play havoc with the surface, the children have hardly played a game upon the verandah before signs of usage appear. Does the customer blame himself for being so foolish as to think that cheap paint could be a bargain? No, he blames the merchant for carrying such a line and enticing him to purchase. The merchant is the spider, and he is the fly.

The merchant therefore gets the odium, and loses any future trade. He makes an enemy instead of friend, and what every dealer wants is friends. Friends make a business; customers who only buy once, and then say "never again," kill a business. Therefore preach quality first and last. It may mean a bigger strain upon the salesmanship of the clerk—for there are a great number of people who do not realize the necessity of quality. The dealer may even have to educate his whole district, but while he is doing this he is making his progress solid, he is making friends, and if cheap paints are being sold in his district he will in time gather in those who have been bitten. Cheap paints sell once, good paints sell always. Do not forget that. Let it sink in hard and fast.

After all there is such a little difference between quality and lack of quality, that is so far as price is concerned. Do you work that point in hard enough to those customers, Mr. Dealer, who say, "So-and-So's paints are cheaper than yours?" How much cheaper! Is the difference enough to bridge over the wide gulf between a paint that will stand usage, and hard usage too, and a paint that will break up at the first breath of summer?

Painting is done for a specific purpose, not for recreation or for finding paint men a job. It is done to preserve the house, to beautify it, to add to its value as a selling proposition. In fact to act as a general insurance. Can cheap paint fulfill those obligations? One might just as well paint with colored water.

Take the question of price again. The cost of labor in painting is generally estimated at about three to four-fifths of the whole price of the job, and whether the customer has "quality" or "price" paint this proportion is always the same. What little difference can a few more dollars make on the whole amount, while the expenditure on good paint carried out over the many years

"the finish that endures"

Floorglaze

Now comes in M. L. Floorglaze Lacs and Transparent, as well as M.L. Floorglaze Enamel Colors—giving fine hardwood finishes: Oak, Mahogany, Walnut, Natural, etc. Great for interior decoration.

Get sample tins and color cards of the now-complete M. L. Floorglaze line. We can make it a money-raiser for you in your town. Stocks in Toronto (6 Morse Street); Winnipeg (108 Princess Street), and Vancouver (550 Beatty St.)

That addition makes the M. L. Floorglaze line just about as complete as any ever offered you. With a stock of M. L. Floorglaze Lacs (10 shades) and M. L. Floorglaze Solid Colors (17 of these) you can take care of every paint requirement under the sun—and do it with more satisfaction to your customers—and with added profit to yourself, for your paint stock needn't be half as heavy as it may be now.

Imperial Varnish & Color Co.
TORONTO Limited



BOLTS AND NUTS

of all kinds, including

Carriage, Machine, Sleigh Shoe, Tire Bolts, Plain and Fluted

NUTS: Square and Hexagon

We carry large stocks and can ship promptly

The Montreal Rolling Mills Co.
MONTREAL

that quality will last, is but a very small proportion of the outlay on cheap paint, which will not last at all.

There never was a truer expression than the one that the most expensive luxury we can enjoy is—cheap goods, and the most inexpensive—fair priced goods.

Do not be afraid, Mr. Dealer, to preach quality rather than price. And to stand by it. Your customers will thank you in the end.

PAINT AND OIL MARKETS

MONTREAL.

December 17.—A good flow of fair size orders is reported despite the fact that trade is always inclined to be sluggish at this time of the year. In fact, business for December is exceeding all expectations, and this is put down to the general confidence in the trend of trade next year, and the hardening of prices encouraging buying in a speculative way.

Linseed oil is at present mostly in the limelight, and an advance of two cents is reported. High prices are being paid for seed, and but for the steadiness of the English markets quotations would probably be much higher.

As we have anticipated in these columns, the high price of raw materials has had its effect upon the ready mixed paint market and manufacturers have either withdrawn prices or are contemplating doing so.

TURPENTINE—At this time of the year turpentine usually shows a great deal of life and quotations are frequently enhanced. However, this month seems to be an exception, and prices are steady and unchanged under a fair demand. We quote, 78c to 80c single barrels.

LINSEED OIL—The market seems to be in rather an uncertain state owing to the continued high price being paid for seed. Local quotations have gone up 2 cents. The English market, which practically controls the linseed oil markets of the world, has kept figures back up to now. Montreal prices are: 1 to 4 barrels, in one delivery, raw, 75c per gal.; boiled, 78c per gal.; net 30 days, f.o.b., Montreal.

GROUND WHITE LEAD—Quotations for ground white lead are much stronger than for some time past, and with the extreme firmness in linseed oil it is thought that the recent advance of 10c is but a stepping stone for much higher figures. We quote: Strictly pure about $5.35 to $5.85, according to quality, and No. 1, $4.95 to $5.35, f.o.b., Montreal.

RED LEAD—The market shows fair inquiry, with stocks in good shape. No change is reported and we quote: Genuine red lead in casks, $4.25; in 100-lb. kegs, $4.75; less quantities at $5.75 per 100 lbs.; No. 1 red lead, casks, $3.75; kegs, $4.25, and smaller quantities, $5.25.

WHITE ZINC—The output for the year has been most encouraging, and while the figures are unchanged the turnover shows a good consumption. We quote: Dry V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PUTTY—The demand has fallen off somewhat but there is still a fair inquiry at unchanged prices. We quote: Standard putty, 800 lbs. in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs. in barrels, $2.15; in 110-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b., Montreal.

TORONTO.

December 17.—December is usually the quietest month in the paint calendar, and the present is no exception to the rule. Since the opening of the month business has dropped off appreciably. Window glass is yet the most active line, with putty holding second place; but neither of these commodities is going out in the volume they did a couple of weeks ago. Glass stocks being small an advance is probable at the opening of the year; and an advance is also likely to take place on white lead at the same time.

Linseed oil has advanced all over Canada. Seed is very high and the English market shows greater strength and higher prices. All the other lines are unchanged in price. While saying the dull season is on it must not be inferred that paints are not moving at all, but only that present business is slow comparatively.

Rosins have fluctuated some in the past two weeks like turpentine, the prices for common grades are again firm while the small quantity of extra fine grades coming forward tends to keep the extra ordinary high price for these goods at the point it has reached for the past two months.

LINSEED OIL—A further advance of 2 cents per gallon has been made on linseed oil. This is, no doubt, the result of the extraordinary advance in the price of flaxseed, the Chicago market being now higher than it has been for the last five years. Under these conditions the prices must remain at the present high point, if they do not even go higher between this and April. What may happen after that is only guess work. The English market, too, has advanced. Local quotations now are 73c for raw, and 76c for boiled in single barrel lots.

TURPENTINE — In turpentine the market has stiffened at Savannah, and prices have gone up to the figure of two weeks ago. Correspondence from that point indicate that this advance will be maintained. The jobbers' price in To-

White Lead

At the present time the white lead situation is interesting.

We are the only firm in Canada who corrode and grind white lead, in addition to making Varnish, Dry Colors, Paints, Enamels, etc., etc.

Our white lead proposition is naturally the very best.

We will be pleased to send you full information and prices on

Brandram's B.B. Genuine

and

Anchor Pure White Leads

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

THE
BEST
WALL FINISH.

When you see that subdued, flat, velvety appearance on walls and ceilings which is so much admired, you may be sure it has been produced by "MURESCO." This preparation has many features to recommend it. It is easily applied. One coat, as a rule, is sufficient to obtain the best results. It is economical, as it will take 30% more water than any other similar preparation, and it will not peel, rub off or crack. Are YOU carrying MURESCO?

Send for Prices and Color Cards.

Benjamin Moore & Co., Limited

West Toronto, Canada.

New York **Chicago** **Cleveland**

LET US GIVE YOU A POINTER!

Here's a suggestion for YOU and every other progressive hardwareman—get after the painters of newly erected or remodelled buildings and show them that

Elastica Floor Finish

is the BEST finish for floor work. It works with great freedom, covers the maximum area, and produces a brilliant permanent finish.

Extreme Paleness and Great Durability are two of its distinguishing features.

Send for prices and discounts.

INTERNATIONAL VARNISH CO., LTD., TORONTO

Makers of Fine Varnishes **Branch of Standard Varnish Works**

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

ronto has not advanced. It is claimed that there has been an increased demand for turpentine by varnish makers in the Southern States during the past week and that this demand is likely to hold. If this is so, the month of January may see prices higher than they are at the present time. The nominal Toronto market quotation is 80c, but more "turps" are being sold at 79c than at the market price. However, the amount of turpentine moving is small.

GLASS—Still the most active line among paint goods, glass is moving slower just now than for some weeks past. Prices are unchanged the discount remaining at 30 per cent. It is very likely that with the opening of the year 1910, higher prices will rule, for although European prices have not made another advance, Toronto quotations have not yet been based on the several advances made abroad. Stocks are low and replenishment cannot be obtained at the figures that prevailed a year ago.

PUTTY—Like its sister line, glass, putty is an active paint line, though hardly as strong as a couple of weeks ago. The market is firm, though prices are unchanged. Bulk putty in casks is $1.75 per hundred; drums, $2, and bladders in barrels, $2.15.

WHITE LEAD—The situation is unchanged from a week ago. Not much lead is moving this week, though orders on the books call for fairly large quantities before the end of the year. Those lines which advanced last week are holding firm at the higher figures, and all grades show more strength than when the month opened up. There is a strong indication that all white leads will advance with the opening of 1910, or at least before the end of January is in sight. Prices range from $5.55 to $6.10.

RED LEAD—Light trading is passing. Quotations remain at $4.25 to $4.55.

PETROLEUM—Steady business is being done. The market is firm and the outlook good. Prime white is 13½c; water white, 15½c, and Pratt's Astral, 17½c.

PAINT FOR METAL SURFACES.

Asking this question regarding preservative coatings for iron and steel, we find it necessary to point out that a paint which may be a good paint for the under coats may prove to be an undesirable paint for the outer or finishing coats, and vice versa, writes O. C. Harn. We will call the paint which is to go next to the metal the "protective paint," and the paint which comes outside the "finishing paint." The finishing paint should be, in reality, a "protective paint" also, but, for clearness in discussion, it is necessary we should make a distinction.

The protective paint should measure up to the following:

It should form a hard, adherent foundation for subsequent coats. There is nothing else which tends so much to the cracking, checking and alligatoring of paint as the application of relatively hard coats over relatively soft coats. This is an observation which should be kept in mind not only in the painting of metals, but in all painting. That the priming coat should have the power to adhere tenaciously to the surface is self-evident.

The pigment constituents of a protective paint should be inhibitive of corrosion. This means that it should tend to give passivity to the particles of the iron itself—should by its nature tend to prevent that activity of molecules which we have described as galvanic and which causes corrosion.

A protective paint should be a non-conductor of electricity. The corrosion of iron and steel being the result of a galvanic action, it is necessary not only to put on a paint which will be inhibitive—that is, keep out those influences which will set up the galvanic action in the iron itself—but it is supremely necessary also to bar the way to stray electric currents from the outside. In these days, when electrically charged wires run everywhere, under the streets, overhead and through all buildings, the leakage of electric currents is an every day problem. The real solution of the problem would seem to be to confine these electric currents where they belong instead of allowing them to run riot among neighboring property. Motives of economy itself will doubtless some day lead the owners of the runaway electricity to correct this evil themselves, but until that day arrives we must do our best to protect our property against currents which are running amuck.

HANDLING OILS AND TURPENTINE.

A convenient and practical means of handling oils and turpentine has been adopted by Lockwood & Palmer, Stamford, Conn. Three floors are used in the system. On the second floor are five oil tanks holding from 30 to 50 gallons each. These are used respectively for turpentine, boiled oil, raw oil, machine oil and kerosene. An iron pipe runs from each of these tanks down the elevator shaft and then through the wall partition on the first floor, where each end in a brass cock. The oil is drawn off here. The tanks are filled from the equipment on the third floor. An inclined plane, 6 feet long and 2½ feet high at the raised end, leads to a sink directly above the tanks. Each tank has attached a length of corrugated conductor pipe set at the right angle to receive the adjustable pipe which comes from the sink.

When it is desired to fill a tank the pipes are adjusted, a barrel of oil is brought from the cellar on the elevator, rolled up the incline and poured into the sink.

CHEMISTRY OF VARNISH.

It seldom occurs to the dealer or, in fact, to a consumer, the many varied uses to which varnish is put, and the skill required of the manufacturer to meet these demands, writes F. H. Glidden, in Hardware. Of recent years even greater skill and science have been required than heretofore, until chemistry has become the most important factor in the manufacture of varnish.

Chemistry, we are told, is the science which treats of the nature and properties of bodies, dealing with the changes in the compositions and constitutions of molecules. When the constituent parts of bodies are separated from each other, the bodies are said to be decomposed, and the act of separating them is called decomposition. On the other hand, when bodies are so intimately united as to form new and distinct substances their union is distinguished by the name of combination.

The cumulative knowledge of the old and new worlds in the practical manufacture of varnish covers hundreds of technical questions, special subjects and difficult problems, presenting such interest to the practical varnish maker that each question well deserves being studied separately. Practical varnish making cannot be learned from books, pamphlets or trade journals; neither can it be learned in the melting room of a varnish factory exclusively. Theory and practice are both required. There is an unwritten law that suggests to us that science and common sense go hand in hand; hence I am a champion of the former and companion to the latter.

My many years of experience in the varnish business (now forty-three) have been mostly spent in Cleveland, Ohio. Never having made chemistry a study, as applied to the varnish business, or otherwise, I had to engage the services of a chemist in my business, continuously making special grades of varnish to meet the fast-multiplying demands. The component parts essential to varnish making are: Gum copal, linseed oil, china wood oil, turpentine and naptha, shellac and alcohol. The chemistry of varnish is found in combining these ingredients with such vehicles as oxide of manganese, sulphate of manganese, borate of manganese, red lead litharge, sugar of lead, umber, etc. Manganese is more used than any other vehicle in oil, and known in chemical parlance as M.N-02. Added to linseed oil and when carried to a little over 300 degrees, the heat liberates the oxygen, which is taken up by the oil and gives it the strong drying properties sought. The same process is applied to oil treatment with the other oxides mentioned.

The gums used in the art of varnish making and the temperatures in which they are soluble in oil with heat are as follows: Kauri Conal, at 509 degrees Fahr.; Manila 468, North Coast 548, Zannzibar 516, Benguela 507, Sierra Leone 460, Angola 539, Brazilian 453, Damar 314, Mastic 315, and Asphaltum 349 degrees.

The spirit varishes soluble in grain or wood alcohol—sandarac gum, mastic orange and bleached shellac.

The process of varnish making is to melt in copper kettles to the fusing point, then add the required quantity of prepared oil, varying the heats according to the grade of varnish being made, and when cooled to about 300 degrees Fahrenheit, add the spirits turpentine, filter and convey to tank.

James Giffin, painter at Arden, Man., is succeeded in business by N. Edgley.

The Imperial Varnishes and Color Co., Toronto, sustained a loss through fire at their works last week.

Geo. D. Hyde, architect, Montreal, has awarded the general contract for the erection of the additions to the Canada Paint Company at that city to Thos. Wand.

PAINT PROFITS FOR 1910

In all the years that have preceded there should be nothing like 1910 for business. The prospects are so bright that you cannot help see the signs of the times. Building operations are booming and the paint in demand will be enormous. You will require paint to meet this business – paint that is good—paint that has stood time's test. Then it must be at the right price and nicely put up. Here it is:



With Ramsay's Paints as your leading line for 1910, the share of the paint trade that should be yours will be yours. We have plans to help you and wherever our agents have used our plans, their profits have increased, and this will mean your paint profits for 1910.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 GLASS IMPORTERS

Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

Standard Paint & Varnish Works Co.
LIMITED
WINDSOR - - - ONTARIO



This shows the H. P. Spramotor arranged for spraying potatoes, three nozzles to a row and four rows, two spraying from the sides and one from the top, adjustable as to height and width up to 40-in. rows. Nozzles absolutely will not clog. 12-gallon air tank, automatic and hand controlled; 100 lbs. pressure guaranteed with 12 nozzles open. An acre can be sprayed in 20 minutes. Has agitator clean-out pressure relief into tank, and nozzle protector all under control of the driver from seat. For 1 or 2 horses. Fitted for orchard, vineyards and grain. This ad. will not appear again in this paper

R. D. HEARD
1385 King St., - London, Ont.

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto, (48)

This advertisement was inserted in two issues of our paper and cost 39c.
F. Y. W. Braithwaite, Blind River, Ont., wrote us Nov. 27, that it brought us replies from almost every province of the Dominion.
Our Want Ad. page is at your service every week. If you have anything to sell to Hardware dealers in Canada, or wish to buy anything from them, try a want ad. You will find it will give you **Economical, Efficient** and **Quick** service.
RATES:—2c. per word for the first insertion.
1c. per word for each subsequent insertion.
5c. additional each insertion when box number is required.

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL

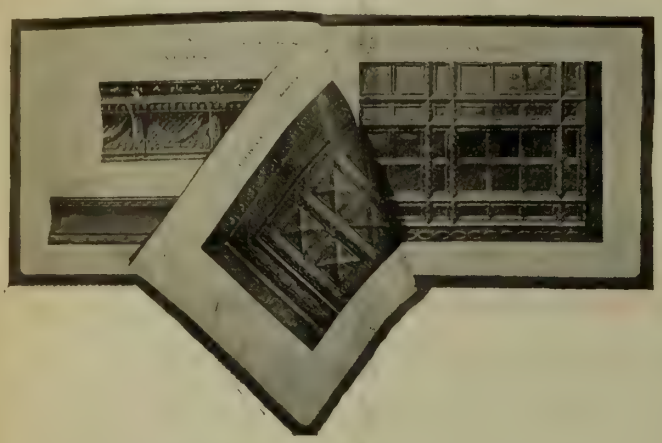
The "INFALLIBLE" GLAZIERS' DIAMOND
Just the Tool for inexperienced Glass Cutters



MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Metal Ceilings

Have You This Catalog?



New enlarged Catalog "A-3" has just been mailed out to the Trade. If for any reason your copy missed connections **DROP US A CARD.** We want you to know the importance of *machine-cut beads, wood-brackets* and *improved panel-plates* to you as an erector and dealer in Metal Ceilings. Name and address, please?

The Galt Art Metal Co., Limited

GALT, ONT.

MONTREAL, J. B. Dagenais, 977 St. James St. W.

WINNIPEG, Dunn Bros.

Our Acorn Trade Mark

is the buyer's safeguard. There is no guess work about this brand

Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

100% PURE





THE "WHY" OF IT

The greatest secret of success in making good paint is "just *good old-fashioned honesty.*" Of course it takes skill and experience to combine the ingredients in the right proportions for best results—but honesty is responsible for what goes into the can before the dealer gets it.

Martin-Senour Paint—100% Pure

Has been a success from the first day and all the years since, because we would not *compromise* to meet competition—we said it must be strictly pure—we meant it—and we have stuck to it. It is 100% pure when it is made—100% pure when it is sold—100% pure when it is used—that means 100% more satisfaction to the purchaser.

¶ The greatest secret of success in building up a permanent paint business, Mr. Dealer, is in selling a paint that merits and wins repeat orders—the 100% more satisfactory kind. Write today for our way of assisting the dealer—it means more profit and more business for you.



THE MARTIN-SENOUR COMPANY, Limited
Montreal Pioneers Pure Paint **Chicago**

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.



HARDWARE AND METAL WANT ADS.

can

SWITCH YOU ON THE RIGHT TRACK

If you have any proposition of interest to hardware, stove and tinware dealers, clerks, travelers and manufacturers, a want ad. in Hardware and Metal will solve it for you.

Surely it is worth 25 or 50 cents to find some man in another city, or another province, who is looking for just such a proposition as you have to offer.

Don't wait for something to turn up, you have probably been waiting now a month, or it may be a year—a thing begun is half done. We can switch you to the man you are looking for, but

You Must Take the First Step!

Do you wish to buy a second-hand set of tinner's tools?

Are you an employer looking for employes; or a clerk, wishing to secure a position as traveler?

Have you an old counter or show case for sale?

Do you wish to sell your business or take in a partner with some ready cash?

Try a want ad. in Hardware and Metal. The cost will be small.

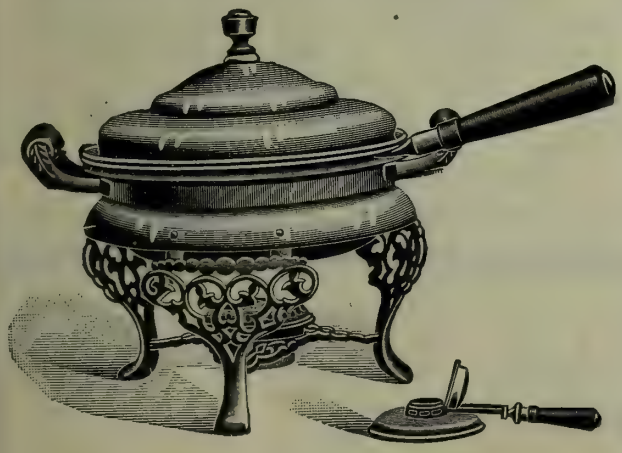
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional, each insertion, when box number is desired.

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS

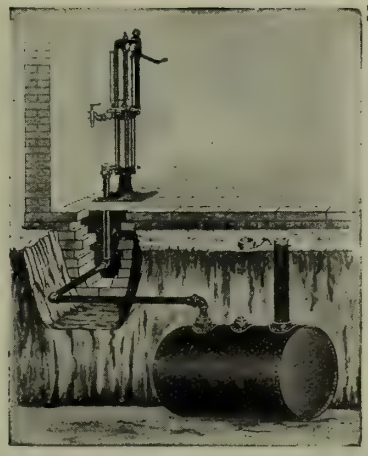


Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

ASK FOR CATALOGUE

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.



BOWSER

LONG DISTANCE SYSTEM FOR HANDLING GASOLENE OR KEROSENE

meets the highest approval because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System is endorsed by the most careful insurance companies and fire underwriters.

Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurately, gallons, half gallons or quarts at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way. Write TO-DAY for Bulletin 156.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

Are you satisfied?

to jog along in the same old way? By getting a hustle on you can profitably sell ***Structural Steel.*** There's money in this proposition. We will quote you our closest prices and assist you all we can in closing business.

LET US HEAR FROM YOU TO-DAY

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



PLYMOUTH CORDAGE CO.

PLYMOUTH **WELLAND**

Use "PLYMOUTH" (Ship Brand) Lathyarns; they will save you money and increase your satisfaction.

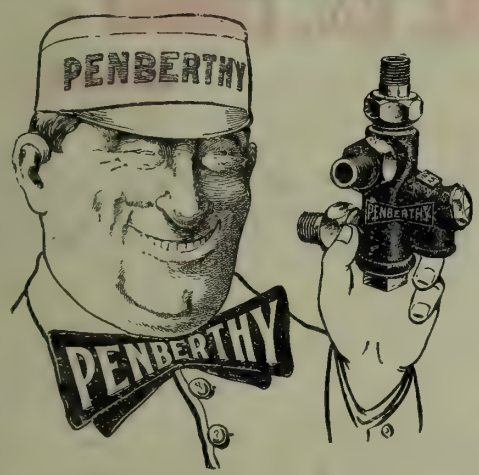
Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?

INDEPENDENT CORDAGE CO., LTD.

Stocks at
TORONTO
MONTREAL
HALIFAX
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



A Penberthy Catalogue
A Penberthy Discount Sheet
A Penberthy Stock of Goods

MAKE A PROSPEROUS HARDWARE MERCHANT

WRITE US FOR THE CATALOGUE
YOUR JOBBER WILL DO THE REST

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : ONTARIO

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
Limited
LONDON, CANADA

Wishing all a Merry Christmas

and hoping that our numerous customers and friends may share fully in its joy and gladness.

May the coming year bring you all a full measure of health, prosperity and success.

The Thos. Davidson Mfg. Co., Limited

Montreal Winnipeg

The "FAVORITE" CHURN



It is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance *bolted* on. Stand is Angle Steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily

BEATS ALL OTHER CHURNS

in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn ½ to 30 gallons of cream.

DAVID MAXWELL & SONS, St. Marys, Ontario

DOMINION WIRE MANUFACTURING CO., Ltd.

MONTREAL

WANTED

WE WANT your orders for Spring delivery for

BARBED WIRE

Galvanized Wire - Fence Staples
Coiled Spring Wire - Black Wire
Dominion Special Field Fence
Wire Nails - Wood Screws
Bright Wire Goods

WE CAN SORT UP A CAR TO YOUR ADVANTAGE

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

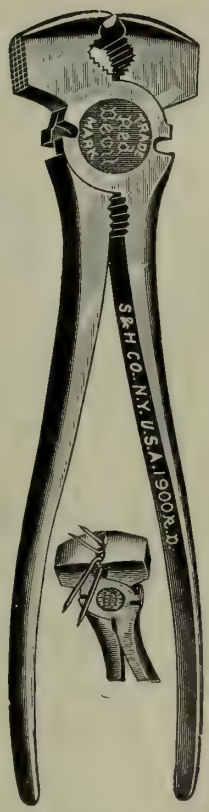
A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



1900 Staple Puller

3 PULLING POINTS

What it will do

Drive Staples
Pull Staples
Save Staples
Cut Wire
Straighten Wire
Stretch Wire

What it will save

Saves Wire
Saves Staples
Saves Old Fences
Saves Bending Wire
Saves Breaking Wire
Saves Buying Hammer
Saves Labor, Time and Money.

If your jobber cannot supply you, write us for illustration and prices.

Smith Hardware Co., Ltd.
Montreal, :: Can.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

HOLIDAY PRIZE COMPE-TITIONS

Open to Canadian Hardware Merchants and Clerks

SIX PRIZES FOR WINDOW DISPLAYS

For the three best selling window displays shown in a city over 10,000 population, and for the three best in towns and villages under 10,000 population.

In each division there will be three prizes as follows: 1st, $5 in cash; 2nd, and 3rd, copies of "Hardware Window Dressing" (cloth bound) $2.50—making in all six prizes, totaling in value to $20.

To enter the contest send a clear photo of one or more Christmas windows, made up of articles usually sold in hardware stores, with a description and the name of the person who arranged the display. Photos must be mailed to us by December 31.

TWO PRIZES FOR HOLIDAY ADS.

Two prizes of $5 each are offered for the best newspaper advertisements about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. Forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. As in the window competition, a division is made, one prize being open to those in cities over 10,000 population, and another to those in smaller places.

With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad, and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

Address: "The Editor
HARDWARE AND METAL'
10 Front Street East
TORONTO

! Special Advice Bureau for Investors !

who are subscribers to

THE FINANCIAL POST

The Financial Post will, on request, advise any of its subscribers concerning any new enterprise, stocks, securities or other matters of investment interest. This service is impartial and the advice is given by competent authorities.

It is Free to Subscribers Only

Every alert Hardware Dealer should be informed on all the movements that take place in the financial and business world, and there is no superior to The Financial Post as a source of reliable news and information of this nature.

The Financial Post is published every Saturday morning and gives the latest news in condensed form, thus being especially valuable to a busy man.

Send for a free sample copy to

THE FINANCIAL POST

10 FRONT STREET EAST **TORONTO**

CARRIAGE SPRINGS & AXLES

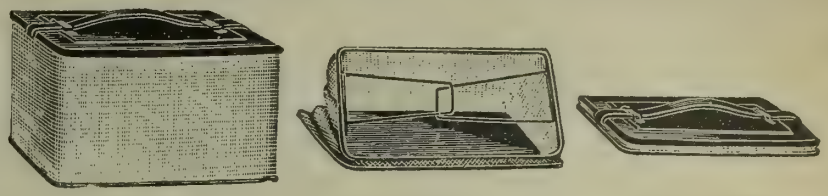
ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

THE EHLE'S PATENT FOLDING LUNCH BOX AND FOOD CARRIER



Ready for use. Folding up. Folded for pocket.

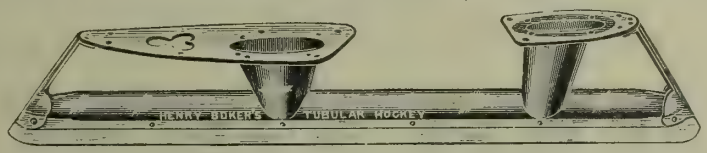
PAT. AUG. 6th, 1907

Tin top and bottom nicely japanned, and strong canvas waterproof sides. Can be set up or knocked down in a second, and will nest into a space of less than half an inch in thickness—a size just suitable for the coat pocket.

Packed 1 dozen in a package, 1 dozen packages in a box.
Shipping weight 80 lbs. per gross.
Write us for prices, or place a sample order with us.

MANUFACTURED SOLELY BY
E. T. WRIGHT & CO., Hamilton, Canada
Winnipeg Agents, MERRICK-ANDERSON CO., Winnipeg, Man.

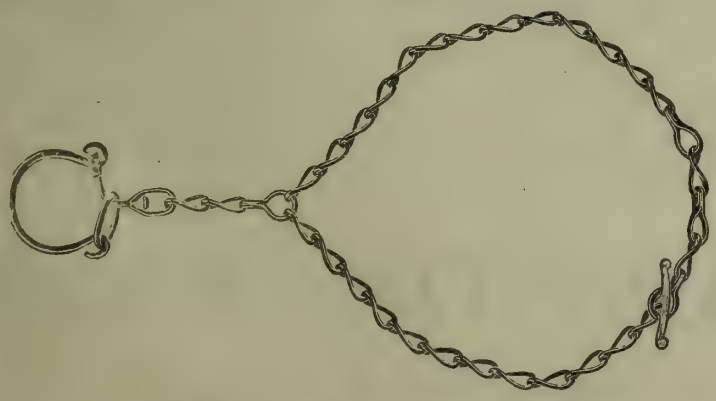
HENRY BOKER'S SKATES



The Tubular Hockey Skate is an up-to-date Hockey Skate. The details of construction and the lines are the result of long experience. The aim has been to make the strongest possible skate, and yet one that would be light in weight ; in fact, something that the most expert Hockey Players could depend upon absolutely. The runner of this skate is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel support.

Made in both nickel-plate and aluminum finish
A BEAUTIFUL CHRISTMAS GIFT

For Sale by all Leading Wholesale Hardware Houses



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKINNON CHAIN CO.

BUFFALO, N.Y. ST. CATHARINES, ONT.

The Canada December

To Our Clients:

So many enquiries have come to us in the last two weeks as to our price arrangements for the New Year, that we believe our friends will appreciate a statement in advance of our 1910 catalogue, which will be mailed so as to arrive on 1st January.

We have been extremely desirous to leave our price list undisturbed, and indeed completed our revision nearly two months ago, making very few changes.

The position of the Flax Seed Market, however, led us to withhold the figures until we should find how supplies came out.

It is well that we did so, for the Seed Market has gone against us beyond anything we could have anticipated. In fact, as we write, Flax Seed is in price nearly double what was long regarded as its normal value. At Winnipeg the spot price is $1.56 per bushel, and for delivery in May $1.65, while in Duluth it is 25c more.

The result is that our Linseed Oil for 1910 must cost us at least 20c per gallon more than in 1908, and 15c to 18c more than the average of the year now closing.

This advances the cost of every form of Liquid Paints, but we have decided to limit the changes to such pages of our catalogue as necessity *compels* us to deal with.

Our Extra Standard and Standard grades of Mixed Paint, pages 30 and 31, are advanced ten cents per gallon. Small packages ½c per pound.

Graphite and other Mineral Paints, pages 32 and 33, are advanced for best grades ten cents per gallon, and second grades five cents per gallon.

THE CANADA PAINT

MONTREAL TOR

14th December, 1909.

Paint Company's Letter

In Varnishes we leave the list untouched in hope that the stock in our tanks will tide us over the first half of the year, after which we will be guided by the market conditions.

In the same hope we leave unchanged all Paste Colors in Oil, except two or three items that required adjustment.

Smaller canned goods are also continued at former prices, such as Stains, Enamels, Fillers, Semi-pastes, Coach Colors, Floor Enamels, etc.

We feel assured that all our friends realize that we always keep our prices as low as business conditions allow. *We still maintain our claim to give the best value that is given in Canada.*

We have always been so loyally supported that year by year we improve our equipment, and the new year will find our appliances and arrangements in advance of anything we have had hitherto.

Our equipment in this Dominion in Real Estate, Plant and Appliances is now over *three quarters of a million* ($750,000). Our stock of merchandise carried is *over half a million* ($500,000).

Our sales within the Dominion for the year just closed have exceeded a million and a half ($1,500,000) and surely this tells us that our customers appreciate our operations and believe in our products.

With sincere good wishes to all our clients for 1910.

We are, always at your service,

COMPANY, LIMITED

ONTO WINNIPEG

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS, it's what are its convincing GOOD QUALITIES.

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets.

It means money to you

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

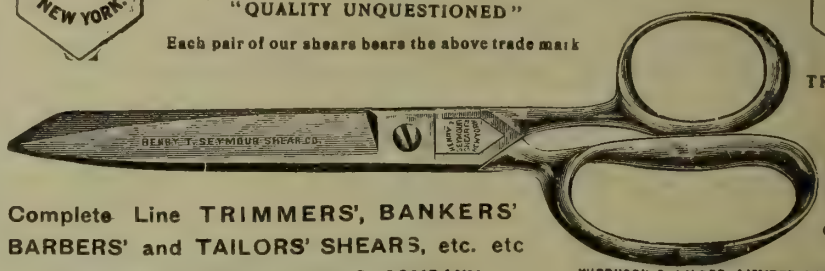
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS' SCISSORS,
TINNERS' SNIPS, ETC.
"Best in the World"

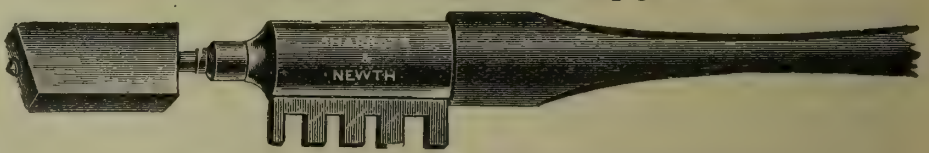
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Seen the FREE Book about 100-year shingles? Shows how to get most for your money in roofing anything that's worth roofing right. Proves the saving we'll make you. News for you about shingles that last a century Get a copy. Ask nearest office.

PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

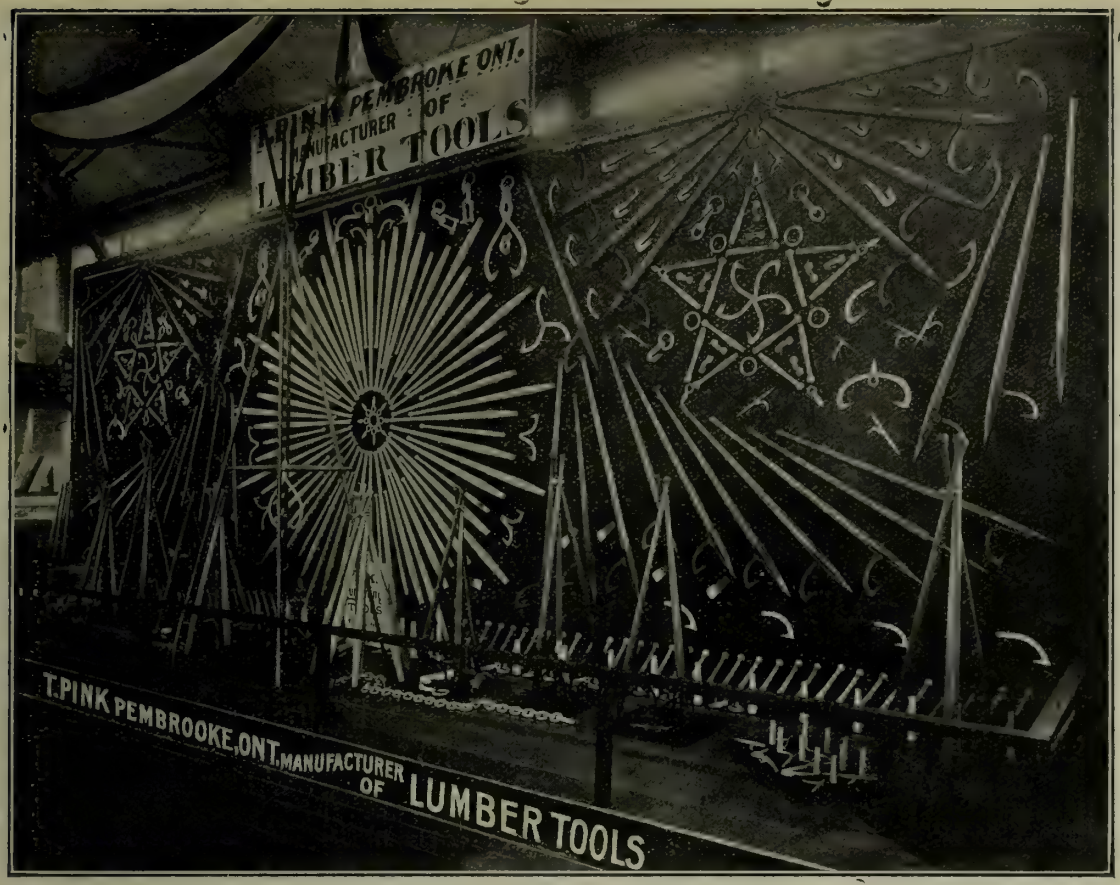
Write for Catalogue and Price List.

CAMERON and CAMPBELL
83 Richmond St. W. Toronto.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

TRADE W&B MARK

It lists our complete line and if you have not received a copy write for one to-day.

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, · ONTARIO

METALS

ANTIMONY
COPPER
LEAD
TIN
ZINC

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto



IF YOU ARE REQUIRING

WOOD SCREWS
In Iron, Brass or Bronze

be sure and specify our make.

We have a splendid forty years' reputation for quality to maintain, and we do not make any "seconds" goods. Order to-day through your jobber.



OTHER LINES ARE

Machine Screws, Wire—Bright, Coppered and Tinned, Stove and Tire Bolts, Tacks, Sleigh Shoe Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails; Bright Wire Goods, etc.

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

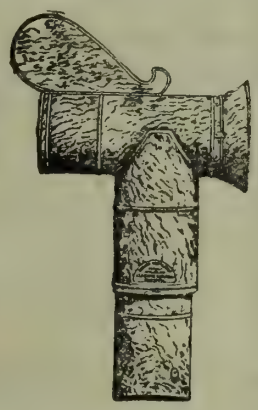
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimney unnecessary.**



Penetanguishene, Jan. 18, 1909

J. W. Harris Mfg. Co., Ltd.
Montreal.

Gentlemen :—
In reply to yours of the 15th inst, regarding the two (2) "J. W. Harris Rotary Ventilators" which I got from you in September 1907, I must say that my customer is well satisfied, and he told me that they work fine and could not work any better.

Yours truly,
M. A. Gendron.

Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

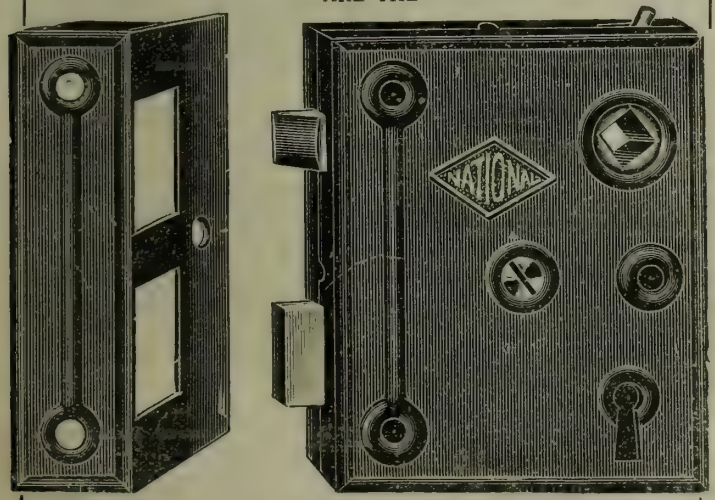
Montreal

THE ONLY

Steel Rim Locks

MANUFACTURED IN CANADA

ARE THE



National Steel Rim Locks

They are noted for their Safety, Finish, Strength and Durability

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



CONTRACT for Island City Dry Colors

for your 1910 requirements.

We will carry the **stock** and will make **shipments,** in **quantities** as required, **promptly.** The **excellent** quality and prices we have to offer **you** are **interesting.**

Write to-day for samples and prices.

P. D. DODS & CO.

Limited

MONTREAL

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always.
Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08¼ 0 08

BABBIT METAL

Canada Met al Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Heroules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto.
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.....	0 26
Tubing, iron pipe size, 1 inch base..	0 24

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work. 55 per cent
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I. B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union lbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Per 100 lb.
Casting ingot.....	14 50 14 50
Out lengths, round, bars, ¼ to 2 in...	21 00
Plain sheets, 14 oz,.....	21 00
Plain, 16 oz,, 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base.....	26 00
Braziers' (in sheets). 4x8 base...	20 00

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron..	19 00	21 00
Summerlee, No. 2 " ..	20 50	23 00
Carron ,special.....	20 50	....
Carron, soft	20 25	....
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 00
Jarrow.....	....	21 75
Glengarnock.....	....	23 50
Radnor, charcoal iron.....	32 00	32 50
Deseronto charcoal iron.....	24 00	24 00
Ayresome, No. 3.....	....	20 00
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg.		27.50
Angles.....base	2 60	2 60
Common bar, per 100 lb.....	1 85	2 00
Forged iron	2 00	2 10
Refined " "	2 10	2 25
Horseshoe iron "	2 10	2 25
Band iron, No. 10 gauge base	1 85	2 00
Mild steel.....	1 85	2 10
Sleigh shoe steel.....	1 85	2 10
Iron finish machinery steel (domestic)	1 90	2 10
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 10
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 35	2 50
Mining cast steel.....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel.....	0 50	....
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 60

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	3 95	3 75	3 75	3 95
26.....	4 20	4 00	4 15	4 20
28.....	4 45	4 25	4 35	4 45

Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 35
26 " "	3 85	3 40
28 " (26 English).	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron 65; standard bushings, 70; headers, 60; flanged unions 65; malleable tubhin s, 65; nipp es, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06½	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02¾	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap,No.1	14 00	15 50
Stove plate.....	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers.....	0 08½	0 09

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 60
Imported pig, per 100 lb.....	3 70	3 70
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets 3c. per lb. extra.
Cut sheets to size, 3c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c.
Lead waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.....	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 33 50

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 00
IX, 14x20 "	6 50
IXX, 14x20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base..... 5 50	5 75
I X, 14 x 20 " 6 50	6 75
IXX 14 x 20 " 7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 5

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base.....	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	.... 6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3 90; No. 12 and 13, $4; No. 13½ $4.10; No. 14. $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2 35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 Nos 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

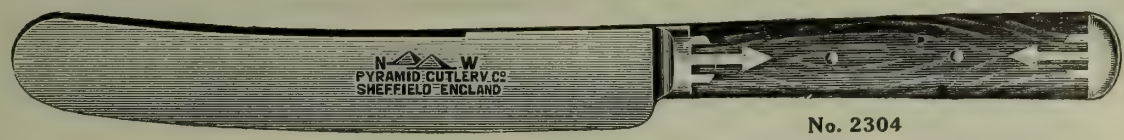
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Get Right to the Head

Through any leading CANADIAN JOBBER



No. 2304

We are the LARGEST and ONLY COMPLETE MANUFACTURERS THROUGHOUT of THIS CLASS OF CUTLERY in SHEFFIELD.

Through all jobbers **NIXON & WINTERBOTTOM LTD., SHEFFIELD, ENG.**

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for for carlots.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 0

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 50
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" " Thistle, " "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 25	4 25
Genuine, 100 lb. kegs, "	4 75	4 75
No 1, casks, per 100 lbs.	3 75	3 75
No. 1, kegs, per 100 lbs	4 25	4 25

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal		0 13½
Water white "		0 15½
Pratt's astral "		0 17½
Castor oil, per lb	0 08	0 08½
Motor Gasoline single bbls		0 16½
Benzine, per gal single bbls		0 15½
Turpentine, single barrels	0 78	0 80
Linseed Oil, " raw	0 75	0 75
" " boiled	0 78	0 78

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		1 00
Furniture, extra		1 15
" No. 1		0 90
" piano		0 85
Light oil finish		1 30
Gold size japan		1 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00
Stovepipe varnish, ½ pints, per gross		8 00

Beeswax, per lb., 40 cents.

Pine tar, half pint tins, 60 cents per doz.

Plaster of Paris, per bbl., $2.30.

Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 85	6 10
Elephant Genuine	5 85	6 10
Lily Pure	5 40	5 55
Tiger Pure	5 50	5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY)

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 75
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

ANVILS

Taylor-Forbes, prospectors	0 05
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ba'l, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 1

Agricultural, not wider than 4 in., 75 per cen

Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅞ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅞ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅞ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off

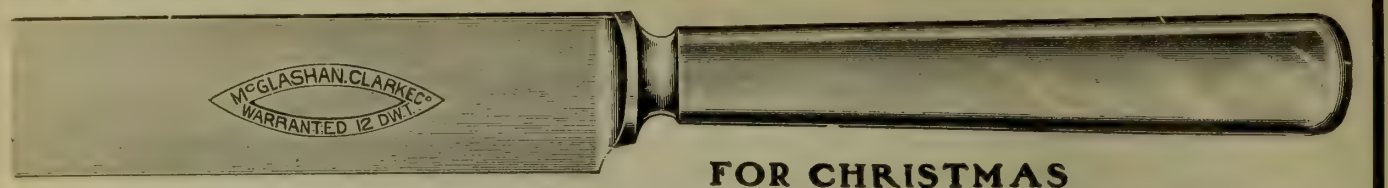
Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., 5½ to 6c.

Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	05
2 Ply complete, per roll	25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15



FOR CHRISTMAS

You're just in time to get a stock of our cutlery for your Christmas trade. It's the dandiest selling line you have ever handled. Made of finest English Cutlery Steel, 12 dwt. plated and hand burnished, it proves a ready seller and leaves you a fine margin of profit.

McGLASHAN, CLARKE COMPANY, Limited - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	24 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters	Colored, per gross	0 65	0 80
"	lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths		2 40
10 " " "		2 85
12 " " "		3 30
15 " " "		4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 00
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch	per gross	9 00
" " ⅝ "	"	10 00
" " ¾ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,	"	6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—		
under 12 in	per 100 lb.	4 25
over 12 in	"	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.
Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks. 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—		
¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil camp stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.		
No. 2 or 4 Plain Cold Blast	per doz.	6 75
Tubular and Hinge Plain	"	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. open wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 3, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $8 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1¼ inch	3 05
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00



CLAUSS RAZOR STROPS



A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 11
"British" Manila	0 09½
Cotton, 3-16 inch and larger	0 21
Russia Deep Sea	0 23
Jute	0 16
Lath Yarn, single	0 09
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33
Stay'ng "	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 30
Solid, 3 to 30 lbs	1 40

SASH CORD.

No 8, per lb.	0 32½

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p c.

SCREEN DOORS AND WINDOWS

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	13
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 15	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb.	"		24 00
200 lb. and over			28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 90
Blizzard Mouse Traps	0 45
" Rat Traps	0 90
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite, 5 year, 1 in.	53 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 00
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 1

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

Acme Steel Goods Co..... 11
American Shearer Co..... 22
Anti Splash Filter Co..... 22
Armstrong Bros Tool Co..... 23
Atkins, E. C., & Co..... 1
Atlas Mfg Co..... 23
Aylmer Pump and Scale Co..... 16

Barnett, G. & H Co....outside back cover
Beardwood Agency..... 25
Bernz, Otto..... 14
Boker, H. & Co.....outside front cover
Bowser, S. F., & Co., Ltd..... 61
Brandram-Henderson, Ltd..... 55
Brantford Roofing Co..... 10
Bryan, Thos., Ltd..... 9
Buffalo Mfg. Co..... 61
Burrow Stewart & Milne Co., Ltd..... 25

Cameron & Campbell..... 10
Canada Foundry Co..... 12
Canada Metal Co..... 23
Canada Paint Co..... 68 69
Canada Screw Co..... 72
Canada Steel Goods Co..... 6
Canada Wire Goods Mfg. Co..... 27
Canadian Pacific Railway Annual Ex.. 26
Canadian Hart Wheels..... 22
Canadian Sales & Mfg. Co..... 23
Carter-Crume Co..... 22
Cartland, Jas., & Son..... 8
Carver File Co.....outside back cover
Caverhill, Learmont & Co..... 7
Chicago Flexible Shaft Co..... 2
Chicago Spring Butt Co..... 1
Clare, Little & Co..... 22
Clauss Shear Co..... 77
Collins Mfg. Co..... 22
Copp, W. J., Sons & Co..... 51
Corbin Cabinet Lock Co..... 8
Coulson & Blakie..... 22
Covert Mfg. Co..... 23
Crookes, Jonathan, & Son..... 12
Cummings, P. R..... 22

Davidson, Thos., Mfg. Co..... 64
Decatur Bull & Co..... 11
Dennis Wire & Iron Co..... 25
Dieckmann, Ferdinand..... 70
Directory of Manufacturers..... 23, 24
Disston, Henry, & Son..... 16

Dods, P. D. & Co..... 73
Dominion Cartridge Co..... 28
Dominion Wire Mfg. Co..... 20 65
Dorken Bros.....outside front cover, 67
Dougall Varnish Co..... 59
Dowswell Mfg. Co..... 80
Dubuc, L. E..... 13

Ford Auger Bit Co..... 13
Frothingham & Workman, Ltd..... 4

Galt Art Metal Co..... 60
Gendron Mfg. Co..... 19
Gibb, Alexander..... 22
Gilbertson, W., & Co..... 46
Gillette Safety Razor Co..inside front cover
Gourack Ropework Co..... 22
Greening, B., Wire Co..... 25
Grove Chemical Co..... 13
Guelph Spring and Axle Co..... 67
Gutta Percha & Rubber Mfg. Co.....outside back cover

Hallam, John..... 22
Hamilton Bridge Co..... 62
Harrington & Richardson..... 8
Harris, J. W., Co..... 73
Hart & Cooley..... 9
Heinisch, R., Sons Co..... 70
Hemphill, T. W..... 22
Hingston Smith Arms Co..... 51
Hobbs Mfg. Co..... 6
Howland, H. S., Sons & Co..... 5
Hoyle, Robson, Barnett & Co..... 53
Hutton, Jas., & Co..... 13 24

Imperial Varnish and Color Co..... 54
International Varnish Co..... 57
Iwan Bros..... 12

Jack, Watson, & Co..... 13
James & Reid..... 22
Jardine, A. B., & Co..... 65
Jessop, Wm., & Son..... 13
Johnson's, Iver, Arms and Cycle Works 57
Jones Bros..... 23

Kains, J. M., & Co..... 22
Kemp Mfg. Co..... 17
Kerr Engine Co.....inside back cover

Langwell & Sons..... 23
Leslie, A. C., & Co..... 53
Lewis Bros., Ltd..... 2

Lion Metal Co..... 17
Lockerby & McComb..... 18
London Foundry Co..... 63
London Rolling Mill Co..... 53
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co..... 74
McBrien Mfg. Co..... 23
McClary Mfg. Co..... 15
McDougall, R., Co..... 16 27
McGlashan-Clarke Co., Ltd..... 76
McKinnon Chain Co..... 67

Manufacturers' Sales Co..... 13 22
Maple City Mfg. Co..... 10
Martin-Senour Co..... 60
Maxwell, D., & Sons..... 64
Metal Shingle and Siding Co..... 14
Metallic Roofing Co..... 2
Montreal Rolling Mills Co..... 55
Montreal Smelting and Refining Works 23
Moore, Benjamin, & Co..... 57
Morrill, Chas..... 12
Morris & Bailey Steel Co..... 62
Morrison, James, Brass Mfg. Co..... 28

Nagle, H., & Co..... 12
National Hardware Co..... 73
Newman, W., & Sons..... 22
Nicholson File Co..... 79
Nixon & Winterbottom..... 75
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 53

Oakey, John, & Sons..... 65
Oneida Community..... 10
Ontario Lantern and Lamp Co..... 19
Ontario Wind Engine and Pump Co.... 22
Orford Copper Co..... 65
Oshawa Steam and Gas Fittings Co.... 13
Otterville Mfg. Co..... 12
Owen Sound Wire Fence Co..... 11

Page Wire Fence Co..... 8
Parmenter Bullock Co., The..... 23
Pearson, Geo. D. & Co..... 23
Pease Foundry Co..... 49
Pedlar People of Oshawa..... 23 70
Pelton, Godfrey S..... 59
Penberthy Injector Co..... 63
Pender, Jas., & Co..... 23
Peterborough Lock Co....inside back cover
Pink, Thos..... 71

Plymouth Cordage Co..... 63

Queen City Oil Co.....

Ramsay, A., & Son Co..... 59
Record Foundry Co..... 15
Robertson, Jas., Co., Montreal..... 62
Rodgers, Jos., & Sons..... 22
Roper, J. H..... 15
Royal Polishes Co..... 14
Ross Rifle Co..... 80

Salyerds, E. B..... 18
Samuel, M. & L., Benjamin, & Co..... 72
Sanderson Harold Co..... 18
Schultz Mfg. Co., The..... 13
Seymour, Henry T., Shear Co..... 70
Sharratt & Newth..... 70
Sherwin-Williams Co..... 51
Simonds Mfg. Co..... 19
Simonds Canada Saw Co..... 9
Smith Hardware Co..... 65
Spramator Co..... 58
Stairs, Wm., Son & Morrow..... 79
Standard Chain Co..... 62
Standard Paint and Varnish Co..... 59
Stanley Rule and Level Co..... 10
Steel Trough and Machine Co..... 23 26
Stephens G. F..... 49
Stewart, Jas. Mfg. Co..... 18
Still, J. H., Mfg. Co..... 1

Taylor-Forbes Co.....outside front cover
Thompson & Gunn..... 22
Toronto Furnace and Crematory Co.. 26
Toronto Plate Glass Importing Co..... 23

U.S. Fire Protection Co..... 12
U.S. Steel Co..... 21

Want Ads..... 51
Warren Mfg. Co..... 23
Watson Jack, & Co..... 13
Wickes, Martin, Wilckes Co..... 9
Wostenholm's Cutlery..... 9
Western Wire and Nail Co..... 23
White Mop Wringer Co..... 26
Whitman & Barnes Mfg. Co..... 71
Wiebusch & Hilger, Ltd..... 23
Winnipeg Ceiling and Roofing Co.. 49
Winnipeg Paint and Glass Co., Ltd.... 51
Wright, E. T., & Co..... 26

CLASSIFIED LIST OF ADVERTISEMENTS

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Ford Auger Bit Co., Holyoke, Mass.

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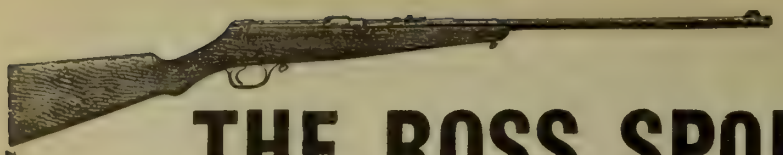
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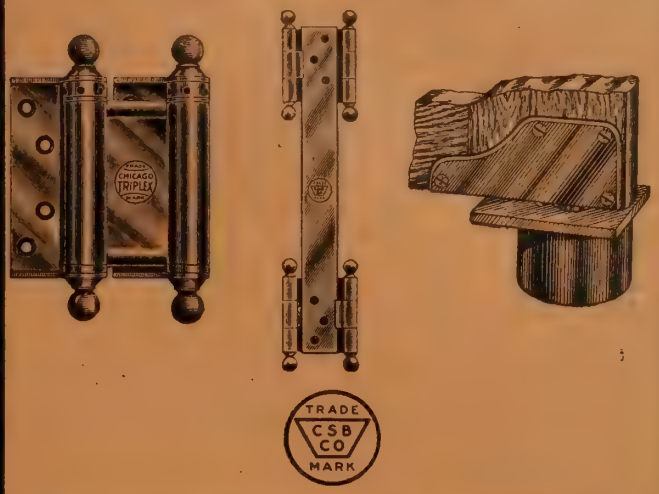
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Nothing to equal them has ever been made

THE CUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

Belgian Window Glass "Comet" Brand

Billets

Coloured and Fancy Glass

Chances' Figured Rolled — Muffled—and Cathedral Glass

Rough Rolled and Ribbed Glass

Wire Glass

Belgian Polished Plate Glass

Antique Glass

We are prepared to name you low prices and discounts on your requirements; write us with your specifications.

B. & S. H. THOMPSON & CO., LTD.

381-383 St. Paul Street,

MONTREAL

DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

TRADE MARK DELTA

FILES OF QUALITY

FILES

The Highest Grade File Made

The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, DECEMBER 25, 1909 NO. 52.

E. M. BICKINSON'S

CARVERS
CASED GOODS
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BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

Poultry Netting

—"Lysaght's" Make—

Thoroughly galvanized and well woven

STOCK OR IMPORT

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

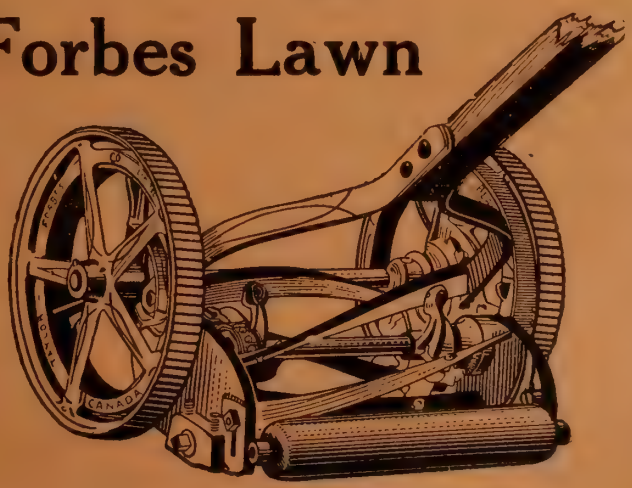
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Swing Into Line, Please

WITH

Taylor-Forbes Lawn Mowers

They are carried by ninety per cent. of the jobbers and by fully as large a percentage of the retail dealers throughout the country who know what lawn mower efficiency, capability and salability are—thus giving satisfaction all around.



Our goods possess a prestige that no other mower can boast of. We help you to sell them, not only by making a superior machine, but by our extensive advertising methods, making known everywhere the Taylor-Forbes machine.

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph - Ontario

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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND.

Clark Carriage Heaters

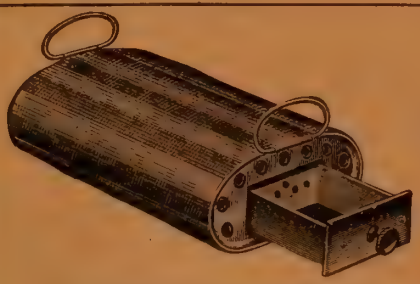
COST NO MORE

than the cheap, ***cast end*** makeshifts sometimes offered to dealers who have not had an opportunity to examine and know the Clark heaters.

The cheaply constructed cast end heater is liable to break at any time if it is brought in forcible contact with any hard object.

There are no castings of any kind in a Clark heater.

A Clark heater will not bend or break. Each one is guaranteed to please or money refunded.



No. 5B Clark Heater



No. 7D, showing side and end ventilators.

No. 7D Clark Heater



No. 7X Clark Heater

This is a profitable winter line to handle. Clark heaters are the most extensively advertised to your customers of all heaters.

All the leading jobbers of Canada carry Clark heaters. Insist on them, for they cost no more and please better.

CLARK COAL



is the recognized king of heater fuels. Every brick is guaranteed to give 25 per cent more heat than any other prepared fuel on the market.

Our ABC Coal is guaranteed to equal any coal on the market, outside of our Clark Coal.

Get this fuel, which has a reputation, and lives up to it. It means satisfaction to you and your customers.

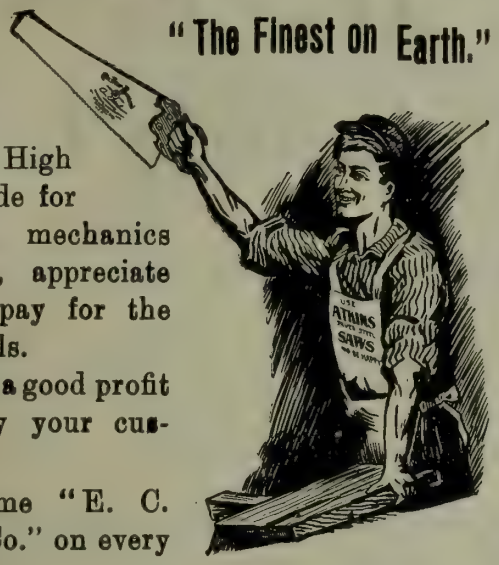


Chicago Flexible Shaft Co., 250 Ontario Street, Chicago

ATKINS SAWS

Made in Canada.

"The Finest on Earth."



Strictly High Grade. Made for the best mechanics who want, appreciate and will pay for the Finest Tools.
They bring a good profit and satisfy your customer.

The name "E. C. Atkins & Co." on every blade.

E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

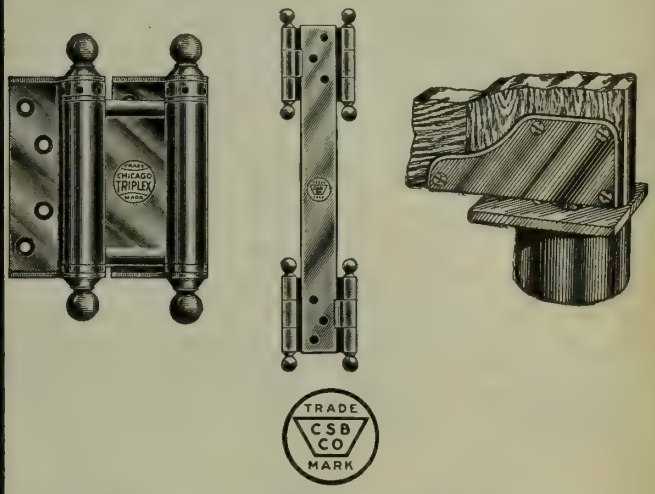
Home Office and Factory, Indianapolis, Indiana, U.S.A.

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TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.



TRADE CSB CO MARK

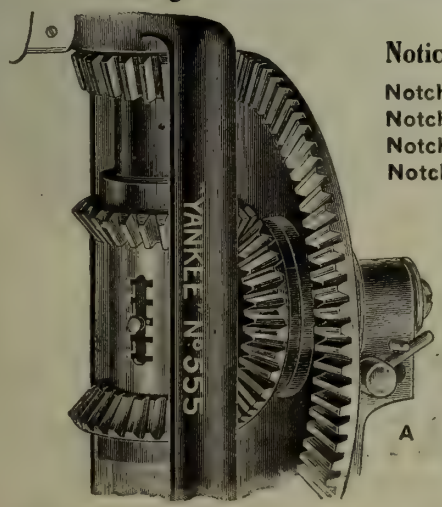
Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26

"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings

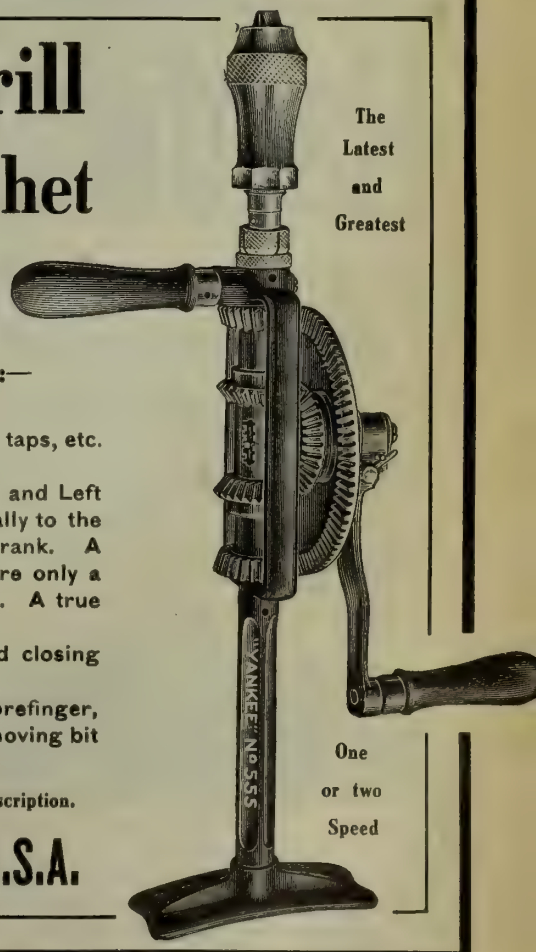
The Latest and Greatest



Notice the little shifter between the gears:—

Notch 1—gives you a plain drill.
Notch 2—A Left Hand Ratchet for removing taps, etc.
Notch 3 - A Right Hand Ratchet.
Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
Notch 5—Locks drill for opening and closing chuck.
Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

Sold by leading jobbers. Write for full description.



One or two Speed

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Get After the Merchants in Your Town

Do you know that our Metallic Ceilings and Walls are the most sanitary and artistic interior coverings a merchant can have in his store? They prevent the dust and dirt falling —a continual nuisance with plaster and wooden ceilings—and add so much to the appearance of the store—so many varied, artistic designs suitable for any class of business to select from.

Further, our Metallic Ceilings and Walls are fire and moisture proof and will greatly reduce insurance rates. They are very economical—in fact will last a lifetime. We use only the highest grade steel plate—every design being carefully and deeply stamped—absolutely no bulging—the best metallic ceiling on the market.

Get after this business—convince your fellow merchants of the many advantages of Metallic Ceilings and Walls and then send measurements of their stores for estimates.

We are manufacturers of Eastlake Metallic Shingles, Metallic Siding, Lath, Cornices, Skylights, Ventilators, Finials, Pressed Zinc Ornaments, Eavetrough, Conductor Pipe, and Fireproof Windows and Doors.

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"Do you know this firm is the oldest and largest sheet metal building material house in Canada? I guess their policy 'Protection to the Trade,' has helped them a lot."—*The Philosopher of Metal Town.*

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

1670

Hardware Men

The mills are closing. Have you a good stock of Babbitt Metal?

Now is the time. They need it now. Better let us send you a shipment. There is a profit for you.





The CANADA METAL CO., LTD. - Toronto

We have Babbitt Metal for every purpose

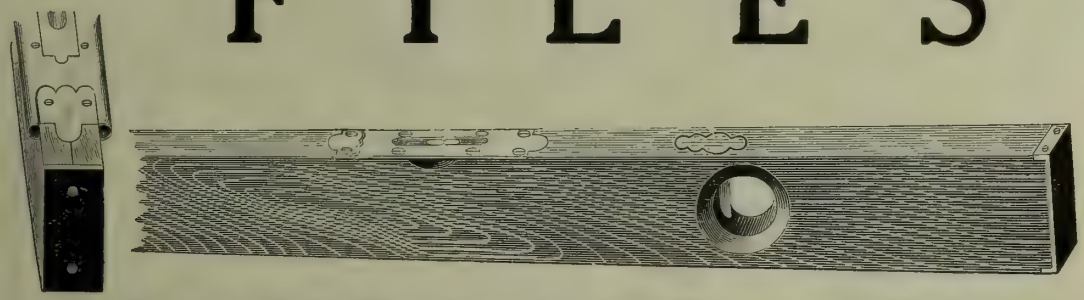
DISSTON'S



SAWS



FILES



PLUMBS AND LEVELS

The year of 1910 will be a record one in the building trade, consequently

Carpenters' Tools

will be in great demand. Up-to-date merchants will remember how difficult it was to get Disston's Hand Saws three years ago. We predict the same trouble for the coming season. Our advice is anticipate your requirements, and place your orders early.

Prompt Attention Given to Mail Orders

LEWIS BROS., Limited

Importers and Distributors

MONTREAL

Ottawa **Toronto** **Vancouver**

Christmas Greetings

To Our Customers and Friends

We take this opportunity of thanking you all for the many favors you have shown us throughout the year, and we wish to convey to one and all

A Very Merry Christmas

and a Happy New Year

Frothingham & Workman

Limited

Wholesale Hardware and Iron Merchants

Founded 1809 — *Incorporated 1904*

Montreal - - *Canada*



It will interest the trade to know that we are adding to our room and facilities for the manufacture of Graham Nails in order to keep pace with the steadily growing demand. The factory is now being considerably enlarged, which tells better than anything else how

Graham Nails

have proven themselves superior in every detail of quality and finish. The test of any product is the number of Repeat Orders, and in this particular we have every reason for encouragement.

In nails, as with everything else, it is pleasant to know that all the weeding out of undesirable goods is done here beforehand, and that your choice lies only among what has been proven good and worthy of your confidence.

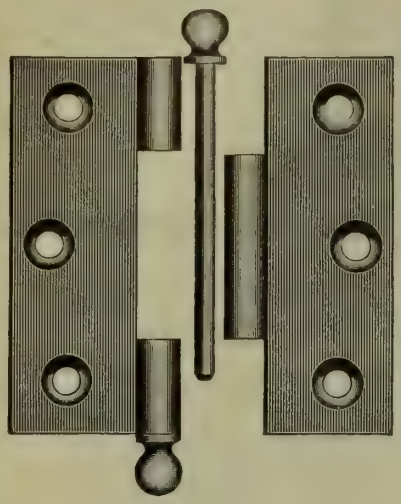
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

OUR PRICES ARE RIGHT — **Toronto** — WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST

Crescent Brand
Registered



QUALITY

is the potent force that has placed

"Crescent Brand" Butts and Hinges

in the proud position they now occupy in the realm of Hardware. Whether judged from the standard of "appearance" or that of "intrinsic worth," there can be no question of "Crescent Brand Superiority."

The prices are not any higher than is asked for the inferior makes.

Merchants who desire the Builders' and Contractors' Orders

cannot afford to stock any Butts or Hinges that are not made by

CANADA STEEL GOODS COMPANY, Ltd.

MANUFACTURERS, - - HAMILTON, CANADA



It's an "Enterprise"

Say this and the sale is made.

No explanations, no apologies needed.

All experienced housekeepers know the "Enterprise."

We are educating all the inexperienced ones to ask for

"ENTERPRISE" Food Choppers

All you need for big sales is a big stock. Our great campaign of advertising in magazines and agricultural publications featuring our Meat and Food Choppers, etc., will help you. "Enterprise" signs and a lot of advertising attractive to housekeepers and home makers, free to dealers upon request.

Have you our catalog handy?

The

Enterprise Manufacturing Co. of Pa.

PHILADELPHIA, U.S.A.

12 Murray St, New York 544 Van Ness Avenue, San Francisco

We wish our many
Customers and Friends
a Merry Christmas
and a
Successful New Year
hoping that each
one may have a full
share of
Health, Happiness and
Prosperity

•

CAVERHILL
LEARMONT & CO.
MONTREAL AND
WINNIPEG

What Your Customer Wants

He wants Genasco Ready Roofing.

Nobody likes to buy "a pig in a poke." He wants to know what he's getting and make sure he is getting the worth of his money.

Every one of your customers knows beforehand just what he gets in

Genasco
Ready Roofing

Assure him it's made of Trinidad Lake Asphalt. He knows Trinidad Lake Asphalt is the greatest weather resister known. Tell him it makes Genasco proof against sun, air, rain, heat and cold; and makes it last longer than all roofings made of—who can tell?

Genasco is an easy seller; a business getter; a profit bringer and a customer maker. Are you getting your share? Begin to-day. Write for samples and full information.
Mineral and smooth surface. Backed by a written guarantee.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

THE LARGEST MAKERS OF FINE LAMP BLACKS IN THE WORLD



WILCKES MARTIN WILCKES CO. MAIN OFFICE, 135 WILLIAM STREET NEW YORK, N.Y.

FOREIGN AGENCIES, LONDON, PARIS, CHAUX-DE-FONDS, BUENOS AIRES, SIDNEY AUSTRALIA, YOKOHAMA, JAPAN, VIENNA, MILAN, ITALY. HAMBURG.

E. FIELDING, 34 YONGE ST. TORONTO. AGENT FOR ONTARIO.

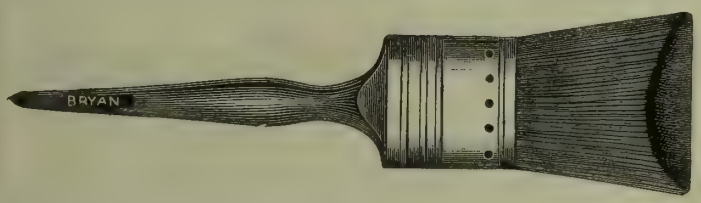
Simonds' "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



IT WILL PAY YOU

TO HOLD YOUR SPRING ORDER FOR

Brushes, Brooms and Woodenware

and not to place it until you have seen our complete line at the Retail Hardware Convention at London in February. You will find a splendid range of finest quality goods which cannot fail to meet every requirement.

Thomas Bryan, Limited, London, Ontario

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

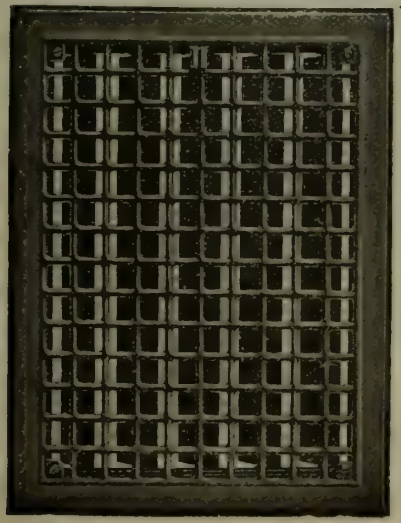
Wostenholm's I·XL Farriers' Knives



Hand forged, bone handle, 3½ inch blade. From ½ to ¾ inches wide.

Insist on getting I·XL goods

Canadian Representatives: A. MACFARLANE & CO., Coristine Building, Montreal



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

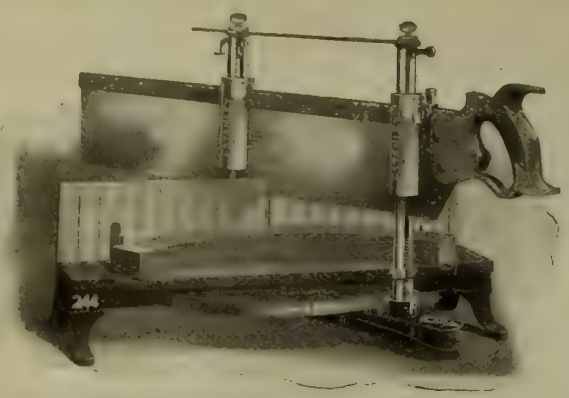
Get our 1909 Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, C NN.

Office: NEW YORK. Office: CHICAGO, ILL.





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STANLEY TOOLS

STANLEY MITRE BOXES are compact, strong and durable, are quickly and easily put together or taken apart for ease in carrying, have the greatest strength with the least weight, and will do the widest range of work of any Mitre Box made.

No.	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° without Stock Guide	Each
240	20x4 in.	8¼ in.	5½ in.	3½ in.	$10.50
242	22x4 in.	8¼ in.	5½ in.	3½ in.	10.75
244	24x4 in.	8¼ in.	5½ in.	3½ in.	11.00
246	26x4 in.	8¼ in.	5½ in.	3½ in.	11 25
346	26x4 in.	9½ in.	6⅛ in.	4⅛ in.	12.25
358	28x5 in.	9½ in.	6½ in.	4⅛ in.	13.00
460	30x6 in.	11 in.	7½ in.	5½ in.	16.00

EVERY BOX GUARANTEED. SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

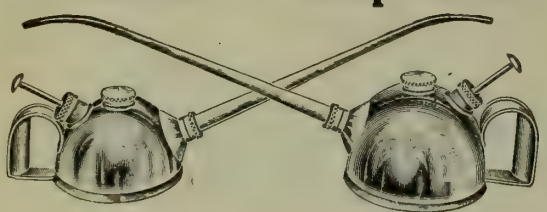
Brantford "Roofing" Co.'s Brands

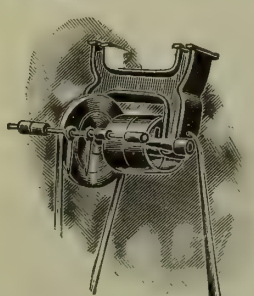
OF READY ROOFING

Viz. **"Brantford Asphalt"**
"Brantford Rubber"
"Brantford Crystal"
and **"Mohawk"**

Are popular everywhere.
Do you handle them?
Our Contract to Agents is attractive.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

MORE TRAPPING

will be done this fall than ever before.
Get your share of the

PROFIT

by ordering now a complete stock of

ONEIDA COMMUNITY GAME TR9PS



NEWHOUSE, HAWLEY & NORTON, VICTOR and ONEIDA JUMP PATTERNS.

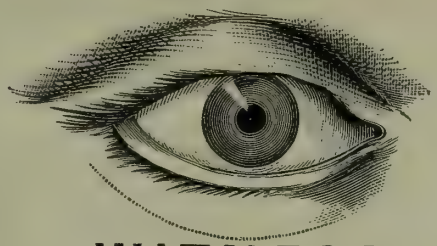
INTEREST THE BOYS

by making a window display. It will increase your sales. Many dealers have already asked for specifications and cards for their windows.

WRITE NOW

ONEIDA COMMUNITY, Ltd., Niagara Falls

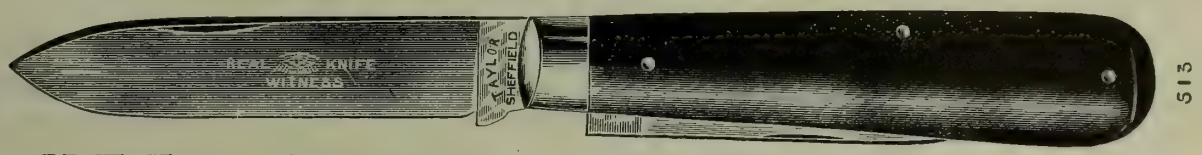
TAYLOR'S



WITNESS

CELEBRATED

CUTLERY



KEEN EDGE TRUE STEEL



MANUFACTURED IN SHEFFIELD, ENGLAND

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

WRITE FOR CATALOGUE AND PRICES



The "Famous" Base Burner

—Here it is—

You know the stove, the new 400 series, and you know its features, such as triple exposed flues, double mica door catch, etc., the best stove on the market, and we have lots of them in stock, waiting for your call. Perhaps you have not tried it yet; if not

TRY IT NOW.

McCLARY'S

London, Toronto, Vancouver, St. John, N.B.
Montreal, Winnipeg, Hamilton, Calgary.



The Loss of Life in Fires

is appalling, and many could be saved if the

DAVY AUTOMATIC FIRE ESCAPE

were better known. Recommend it. Push it. It is equally efficient in any building. Awarded the $100 prize in the Commercial Travellers' recent contest. Impossible to go wrong.

Write for Booklet

U. S FIRE PROTECTION CO.
Utica, N.Y., U.S.A.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

Lion Brand



Purity Strength

BABBITTS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount

THE LION METAL CO., ST. PAUL, MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

" STAR BRAND "





FERRALL'S HUB HOISTER
AND
Sheave for Same

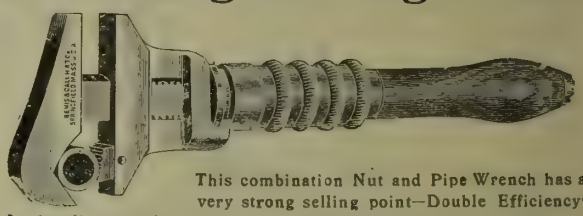
FOR HEAVY RAPID HOISTING
EITHER FOR MANILA OR WIRE ROPE

The shells have rounded edges which protect and save the rope. The sheaves are fitted with Metaline side bearings which keep sheave from heating. The best rope-saving block made.

Catalogue H.M. Sent Free on Application

Boston and Lockport Block Co.
116 Condor Street, EAST BOSTON, MASS.

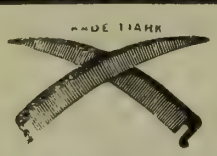
A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.



Reaper and Mower Supplies

We Manufacture

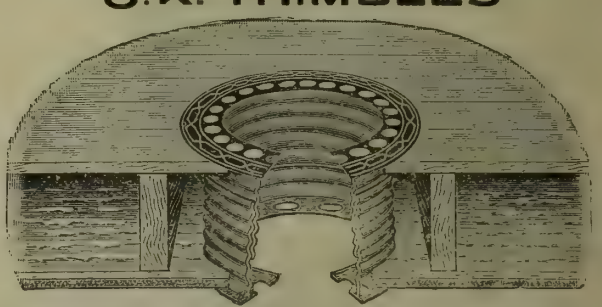
Sections, Guard-Plates

and complete knives by a new process which gives very fine results

THOMAS GARFITT & SON

Enquiries Solicited — Sheffield, England

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

You Will Save Money
By Using

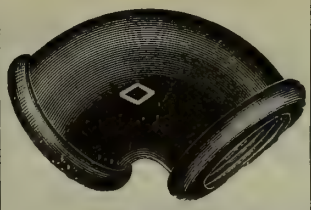
" Neptune Unrivalled Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal



See the Diamond

Diamond Brand Fittings

are unrivalled for fit, threading and finish.

WHOLESALE ONLY

Oshawa Steam & Gas Fittings Co., Ltd.

OSHAWA, - CANADA

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
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Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

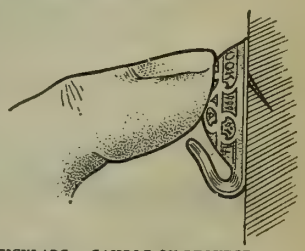
FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

THE HANDIHOOK IS A SURE SELLER

"DON'T LOOK FOR A HAMMER! DON'T SCREW IT IN!"
THATS WHAT TO TELL YOUR CUSTOMERS ABOUT IT.

Simply press the Handihook with your thumb. That's all it needs. Once up, it'll hold 10 pounds as easily as it does an ounce. And it won't disfigure your wall or woodwork

For hanging the hundred and one things around the home, office, store or factory, the Handihook is the best hook ever devised. Can't be beaten for hanging pictures, signs, calendars, coats, waists, skirts, whisks, towels, reference books utensils, etc. Made in gun metal, nickel and antique copper.





WRITE US FOR PARTICULARS. SAMPLE ON REQUEST.

THE MANUFACTURERS' SALES CO.
Sole Distributers for Canada.
F. H. REID, Mgr. - - Birks Building, Montreal

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company
Montreal

Disston

THE Disston line of HACKSAWS are good sellers. They attract and hold a class of buyers who like to own and use a tool which bears inspection in every detail.

The FRAMES aren't merely "Holders." Stout and strong, they stand the use of years.

Easy to ADJUST.

The BLADES are DISSTON Blades—made especially for Hacksaw work—as only DISSTON has been able to make them.

The TEETH are milled in—they have the RIGHT pitch and shape for cutting METAL.

The whole Hacksaw is made throughout with a thoroughness peculiarly DISSTON—by special and characteristic DISSTON processes.

Made with the same care which has made the DISSTON "The Saw You See From Sea to Sea."

The HIGHEST Awards—Grand Prix and Gold Medals—
Alaska-Yukon-Pacific Exposition—Seattle, Wash., 1909.

If you have the slightest delay in getting a supply of the DISSTON line of Saws, Tools or Files, notify us and we shall see you are supplied without delay.

Henry Disston & Sons,
Keystone Saw, Tool, Steel and File Works INC.
PHILADELPHIA, U.S.A.



Oshawa Galvanized Steel Shingles

You can't afford to roof a thing without Oshawa Galvanized Steel Shingles. Good for a hundred years. Send for the free booklet.

PEDLAR People of Oshawa
Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

COVERT MFG. CO.
TROY, N.Y.

Chains
Hal'ers
Horse Ties
Snaps of all kinds
Jacks



Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

YOU LOST MONEY

by being badly advised.

READ

THE FINANCIAL POST

It will give you **FACTS** and assist you to invest your capital.

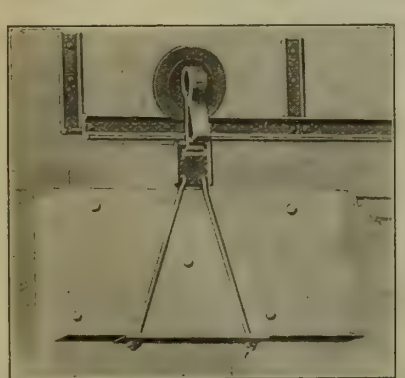
Every Saturday morning. $3.00 per annum.

Send for free sample copy to

The FINANCIAL POST
Toronto

A CHANCE FOR LIVE AGENTS

— TO SELL —



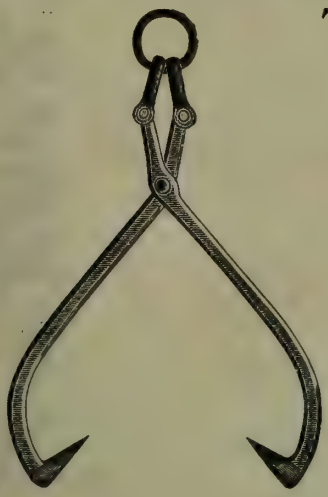
Wonder Barn Door Hangers, Channel Steel Track and Low-Down . . . High Store Ladders . . .

This hanger is stronger and more serviceable than any other. The door closes tightly into jamb same as a hinge door. Excludes water. Won't split or rot. A splendid line of goods to handle.

WRITE FOR DETAILS.

S. B. MARTIN
DALTON, O., - - U.S.A.

BE READY



TO SUPPLY THE LOGGERS



Camps will be started soon and Logging jobbers are always in a hurry for supplies, such as :—

Cant Hook Stocks

Loading Blocks

Skidding Tongs

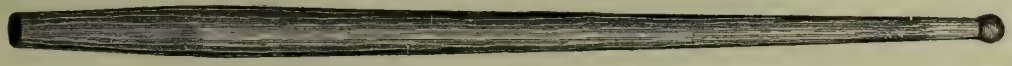
Saw Wedges

Cant Hook Steel,

Etc.



Large stocks on hand and prompt shipment guaranteed.



Canadian Logging Tool Company, Limited

SAULT STE. MARIE - - - ONTARIO

Tinsmiths! Sheet Metal Workers!

MAKE 1910 A RECORD YEAR

There is only ONE way. Equip your factory with B.B. Co. modern machines. We manufacture a FULL LINE of UP-TO-DATE tools for your work. Our EXPERIENCE is your SAFEGUARD.

To our many customers we extend the same old wish, but none the less sincere,

A Merry Christmas and a Prosperous New Year

THE BROWN, BOGGS CO., Limited, - Hamilton, Canada

WE TAKE THIS OPPORTUNITY OF HEARTILY WISHING OUR NUMEROUS CUSTOMERS AND FRIENDS A HAPPY AND PROSPEROUS 1910

"May the best day you have seen
be worse than your worst to come."

The Thos. Davidson Mfg. Co., Limited

Montreal • Winnipeg

HARDWARE BUYER
Wanted For Responsible Position

Must have some knowledge of salesmanship and be able to supervise and plan advertising campaign in Trade Newspapers, also the preparation of booklets and circulars issued by firm from time to time.

Applicant should be familiar with United States and English goods which could be sold to Canadian Hardware Trade.

State fully experience and salary expected.

Box 926, Hardware and Metal, Toronto.

Smart Energetic Youth Wanted

about 18 to 20 years of age for a position which offers splendid opportunity for advancement. Must be accurate and prepared to apply himself to his work, as he will have charge directly under the manager of an important branch of the work on Hardware and Metal.

Qualifications Wanted

1 Some knowledge of Hardware business—applicant should state fully the nature of any work he has done in connection with a Hardware business.

2 Typewriting and Stenography—only a small part of time would be taken up with this work, but ability to operate a typewriter would make a boy more valuable to us.

3 Good general education—This will not only enable man to do better work at the start, but will facilitate his advancement.

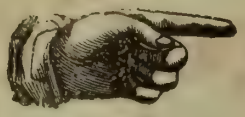
4 Accuracy.—Show in some way that you have been accurate in connection with work which has been entrusted to you by former employers.

Apply by letter, giving information along above lines and state salary expected.

Hardware and Metal
10 Front St. E., Toronto

"DOMINION" GOODS STAND FOR EXCELLENCE IN MANUFACTURE

ALWAYS SPECIFY



DOMINION TRADE MARK.



"DOMINION" MAKE

NOW IS THE TIME to Book Orders for SPRING DELIVERY for

BARBED WIRE

WOOD SCREWS — WIRE NAILS

Galvanized Wire, Fence Staples, Coiled Spring Wire, Annealed Wire, Bright Wire Goods,
Etc., and of Course

"Dominion Special" Field Fence

"The Landmark of the Future"

We Can Mix up a Car Advantageously. Write Us

DOMINION WIRE MANUFACTURING CO., LIMITED

Works: LACHINE ***Head Office: MONTREAL***

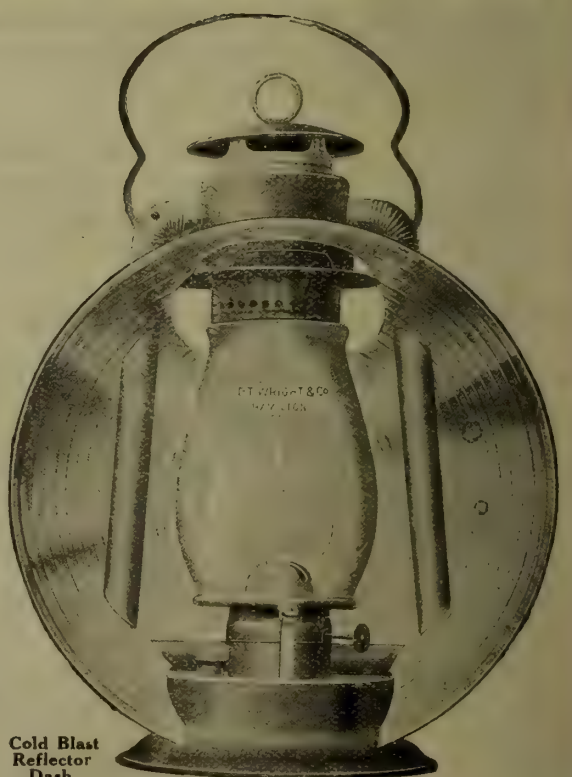
COLD BLAST LANTERNS

Wright's GENUINE and ORIGINAL Cold Blast



1909 Pattern

To our many friends throughout Canada—
It will be to your advantage to reserve booking your orders for Lanterns for 1910 until you see our representative on your territory. He will have a sample which will interest you.



Cold Blast Reflector Dash

E. T. WRIGHT & CO.

HAMILTON, CANADA

Headquarters for Lanterns and Lamp Burners

Winnipeg Agents—M. RRICK-ANDERSON CO., Winnipeg, Man.

BANNER
TRADE MARK.

"Ontario" Candle Lanterns

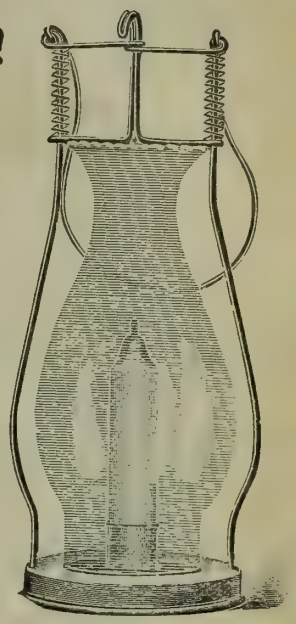
So handy !! Won't blow out!

A good 25c. leader



Are packed complete with candles, are fire-proof, non-explosive and ever ready,

ASK ANY JOBBER



Ontario Lantern & Lamp Co., Limited

Hamilton **Ontario**



Two Collapsible Go-Carts

that will prove ready sellers.

On the left, No. 295. List $7 50. With hood, wood handles, seat and back. Gear is stationary, but upper part of body folds.

On the right, No. 294. List $8.20. Wood handles, with hood attached to same. Hood and cart fold with one motion.

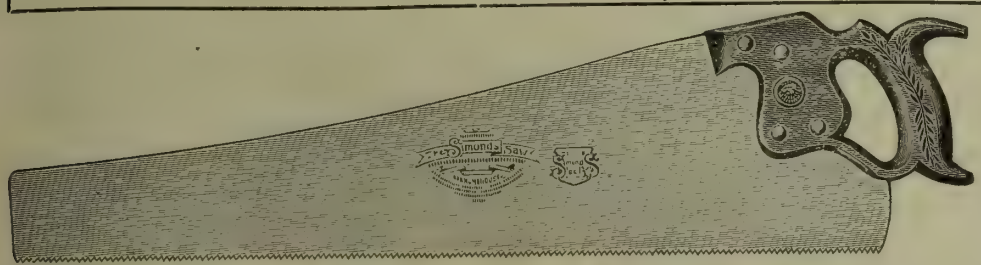
Many other CENDRON SPECIALTIES which are certain business bringers.

Made in Canada. Write for Catalogue

GendronManufacturingCo.

Toronto, Canada





SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

Counter Check Books
"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webusch & Hilger, Limited, special New York Representatives, 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels, Grinding Machines, Beaver Oil Stones.

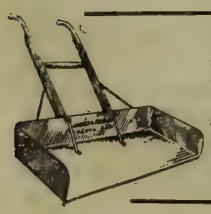
FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
There's good money in them for hardware dealers. We supply display cards that sell them.
Write for Prices and Sample.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

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FURS Do you trap or buy Furs? I am Canada's largest dealer, I pay highest prices. Your shipments solicited. I pay mail and express charges; remit promptly. Also largest dealer in Beefhides, Sheepskins, etc. Quotations and shipping tags sent free. 9
JOHN HALLAM, TORONTO

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES

BETTER SERVICE
We are now installed in our new building, and will have much better facilities than ever before for giving all our customers prompt and efficient service. Following are some of our leading lines:
Sprayers, Thimbles, Drums,
Air-Tight Stoves, Vacuum Cleaners
Collins Mfg. Co., - Toronto

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Manufacturers' Agent
454 St. Paul Street : : Montreal
Open to take on two or three factories wanting representation territory east of Toronto, including Quebec and Lower Provinces.
Connection with Wholesale Hardware Trade.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

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Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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MANUFACTURERS' AGENT
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Open to represent a first-class Hardware Specialty. Highest References.

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Building Supplies and Building Hardware
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Correspondence Solicited. Highest References

The Manufacturers Sales Co.
MONTREAL
Frederick H. Reid, Manager
Representing manufacturers of high-class specialties, including "Handihook," "So-Clean," and others.
We are open at any time to receive propositions from first-class manufacturers who wish to be represented in Canada. Write at once. Best of references.

THOMPSON & GUNN
333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

P. R. CUMMING
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Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty
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METAL PRODUCTS.

Estab. 1880 Bell Tel. East 419

MONTREAL SMELTING AND REFINING WORKS

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Smelters and Refiners of all Metal Products

Makers of:—Anti-friction Babbit, Linotype, Stereotype, Electrotype, Monoline, Pig Lead, Zinc, Spelter, etc., also Gauge Glasses.

Get Quotations

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JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvanized Wire Nails, also "STANDARD" Toe Calks—Blunt and Sharp } Best in Canada

Horse Nails, Etc.

PORTABLE OVENS.



BAKERS' OVENS

Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g Co., Limited

Toronto, Ont.

Phone, Parkdale 3188.

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The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

GOOD PROFITS FOR THE HARDWARE MERCHANT

who sells our wooden or metallic ash sifters. They retai at 15 and 20c each.

Write for prices. We also manufacture tacks, nail and hardware specialties.

The McBrien Mfg. Co., Limited

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Read a FREE Book about better ceilings. Tells of two thousand designs for every sort of structure from a cathedral to a warehouse—proves why our ceilings cost less. Get the book. Ask our nearest office.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

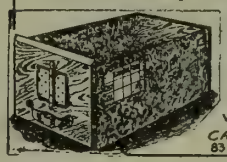
Oshawa Fireproof Building Materials You can gain buying from us everything in the line of Fireproof Building Materials for Exteriors and Interiors. Free Catalogue for the asking.

PEDLAR People of Oshawa

Montreal, Toronto, Halifax, St. John, Winnipeg, Vancouver

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL

83 Richmond St. W. Toronto.

SOLDER

HOW ABOUT SOLDER?

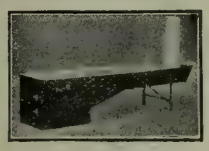
Our Phone No. is Main 1729

We will be pleased to quote you

THE CANADA METAL CO., LIMITED

TORONTO, ONT.

STEEL TROUGHS.



MAPLE EVAPORATORS

at a price within the reach of anyone. They make first-class syrup with a small amount of fuel. A great seller. Write us.

Agents Wanted

The Steel Trough & Machine Co., Ltd., Tweed, Ont., Can.

STOVE REPAIRS.

Phone College 4877

JONES BROS.

346 Christie St., Toronto

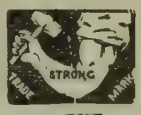
Stove Brick Stove Castings

Fire Clay and Water Fronts

Asbestos Cement

Brick for Fire Places

TOOLS.



ARMSTRONG PLANER TOOLS Are ALWAYS ready for use

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. Chicago, U.S.A.

ONE with an assortment of Cutters **EQUALS A DOZEN FORGED TOOLS.**



VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works

17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

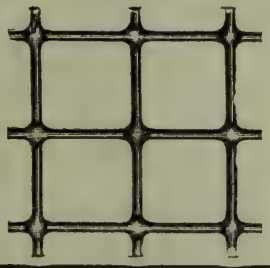
CANADIAN SALES & MFG. CO

Factory 55 St Paul Street

Office 107 St. James Street

MONTREAL

CANADA WIRE GOODS MFG. CO.



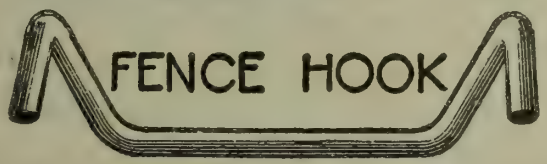
MANUFACTURERS OF EVERY KIND OF

Iron, Steel, Brass and Copper Wire Cloth

Crimped and Pressed Wire Work of all Kinds

HAMILTON - - ONTARIO

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED ANNEALED, CLOTHES LINE WIRES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

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ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

eaves Winnipeg daily at 22.40, making connecions at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18 15and the "Atlantic Express" at 8.00 daily, making connections at Montreal for all points East thereof.

Adply to the Nearest C.P.R. Agent for Full Information

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.



ROWE Sanitary Lavatory

A MODERN LAVATORY WITH OUT PLUMBING EXPENSE

The Rowe Sanitary Lavatory costs less than washstand, bowl and pitcher, and is infinitely more convenient. Looks just like a running water lavatory and is practically as useful. Consists of a rustless, galvanized iron tank, with plate mirror front; white porcelain basin; galvanized iron pedestal, enameled white inside and out; nickel-plated brass fittings, nothing to break or rust. Perfectly sanitary. Placed anywhere without injuring wall or floors. Indispensable in country houses, hotels, etc.

AGENTS WANTED EVERYWHERE.

Live dealers can secure sole agency for locality by applying now. This is the best proposition on the market to-day.

The STEEL TROUGH AND MACHINE CO.
TWEED, ONTARIO Limited



The

"DAISY" CLOSET

Neat

Compact

All Metal

Sanitary

Ventilated



An all-metal closet for use where water-closets cannot be used.

PRICE $10.00

Write for Circular

LIBERAL DISCOUNT TO TRADE

The Toronto Furnace and Crematory Co., Limited

72 King St., East - Toronto



THE WHITE MOP WRINGER

is a simple device which fits any pail without fastening, and presses the mop very dry by a gentle pressure on the lever.

EVERY HOME NEEDS ONE

Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

EACH WRINGER IS WARRANTED

MADE IN CANADA

Order from your jobber or from us.

WHITE MOP WRINGER CO.

Fultonville, New York





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

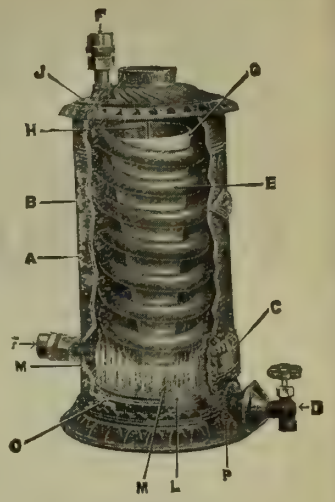
PLUMBING GOODS

FOR THE KITCHEN AND LAUNDRY



The householder appreciates up-to-date Plumbing Appliances and Sanitary Fixtures in the kitchen.

The pleasure in using cleanly Enameled or Porcelain Sinks, Laundry Tubs, together with reliable, well-made Brass Fixtures, fully compensates for any little extra cost over cheap installations.



The "LAWSON" Hot Water Heater.
For Coal Gas, or Natural Gas.

Use J. M. T. Cushion-disc Compression Cocks, or Morrison's Fuller Work for your best jobs—*They Last.*

The **James Morrison Brass Mfg. Co.,** Limited
93-97 Adelaide Street West, Toronto.

NICKEL PLATED

Tea and Coffee Pots and Tea Kettles



Nickeled Copper Coffee Pot.



"Climax" Nickel-plated Tea kettle.

Packed Separately in Card-board Boxes

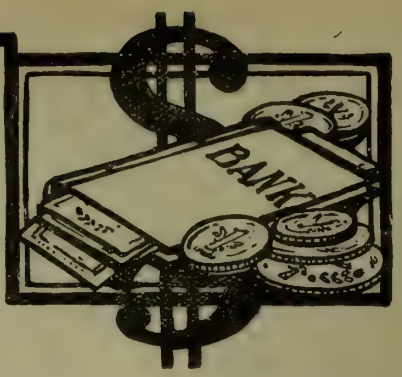
Attractive Design **Heavily Nickeled** **Handsomely Finished**

McCLARY'S

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary



A Big Bag of GAME Equals Money in the BANK



THE SHOOTER of Dominion shells bags his game.

THE SELLER of Dominion shells makes a profit. Day after day he gains satisfied customers.

Are *you* one of the dealers who are enjoying some of these profits?

If not, why not?

A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal.

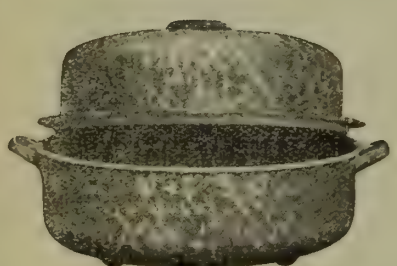
Dominion
IMPROVED & PROVED
Ammunition

Kemp's Seamless Gem Round Roaster

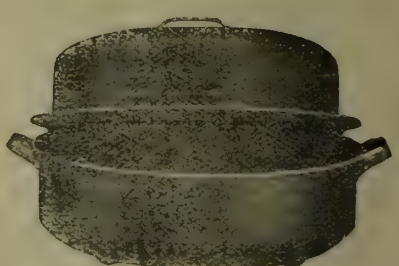
MADE IN PEARLWARE AND BLACK STEEL

Self-Basting ***Self-Browning*** ***Satisfactory*** ***Sanitary***

PERFECTLY SMOOTH AND SEAMLESS—THAT'S EASY TO CLEAN



Prices on application



No ***0***

Size ..... ***Diameter 12"*** ***Height 8"***

Case Lots. Dozen ***1/2***

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO. of Montreal
39 St. Antoine Street, MONTREAL, Que.

The Value of the Annual Inventory

Reasons Why it Should be Taken—The Closer to the First of the Year the Better—Have a Clearing Out Sale in January—To be of Value the Stocktaking Must be Accurately Done—Capital in Old Stcok is Like Paying for the Privilege of Lending Money.

The taking of an annual inventory of the hardware stock is practically universal among Canadian hardwaremen at the beginning of each year, the jobbers and some retailers using the week between Chirstmas and New Years, the majority of retailers preferring the month of January, and some laggards putting it off until February. Very few there are who are so hapzard in their methods as to neglect this most necessary proceeding to all who desire to know at least once each year as to where the business realy stands—whether the year has shown a profit or a loss.

The more accurate the merchant is in his stock taking the closer he will be able to figure out his standing. To make a casual estimate may lead to disaster, and consequently, stock taking must be carefully done if it is to have any value whatever. To do things in a slip-shod way once, is apt to lead to more lax methods afterwards, with the result that the merchant must lose confidence in himself. And self-appreciation and confidence is an important factor in building up confidence amongst one's fellows.

Good habits, like evil ones, have a tendency to establish and perpetuate themselves. The man of regular practices is confirmed in them by time, while the individual of the opposite kind becomes constantly more and more careless, so that, at last, he scarcely knows where he stands. In order to avoid this deteriorating process from setting in and spreading in his business, the dealer should make it a rigid rule to take a thorough inventory at least once a year, and this can not be done without stock taking.

An exchange recently likened business to a wrestling match, and gave as an illustration one of those beautiful myths in which the ancient Greeks and Romans loved to conceal the great lessons of creation, philosophy and experience. According to this story, a child of the earth once wrestled with a being of a higher order. He was constantly thrown, but every time he touched the ground he jumped up and continued the struggle with renewed vigor. His dread antagonist perceived this, so with a mighty effort he lifted the earth child off his feet—and strangled him in mid-air. This story contains a moral for business men. So long as we plant ourselves upon the solid ground of facts, we are comparatively safe. But when we take to summarizing, approximizing and idealizing—in other words, when we are suspended in mid-air—we become vulnerable.

Money in Dead Stock.

In every business a certain amount of surplus stock accumulates, every article representing so much cash tied up in goods, which continue to decrease in value the longer they are held on the shelves or in the warehouse. To hold these goods is like paying the banker interest for the privilege of depositing money in the bank, the stock depreciating in value, where it ought to be turned into cash capable of earning returns for the merchant. Store space is also being taken up by this stock of surplus goods, space which ought to be used to store or display fresh goods. Then the results of stocktaking will show where mistakes have been made in buying, and where an extra sales effort might have resulted in larger sales of the line showing left over stock. And still another advantage is the uncovering of lines, which can be used as the basis for special sales during the dull weeks before spring opens. But most of all is the feeling of comfort in knowing just where one stands and the knowledge that plans can be laid for the coming year without dependance upon a guesswork foundation.

Lessons to be Learned.

Inventory taking furnishes the alert dealer with a variety of excellent pointers. It shows how the various goods are moving; which are the popular brands, and those which are slow selling. When next ordering, some things should be cut out entirely, others ordered in reduced quantities; while the more lively sellers will be required in larger assortments. Thus the sources of weakness are constantly being removed, while those that strengthen are gathered up for further campaign purposes. Stocktaking also furnishes an opportunity for making a general parade and inspection, as it were, of all goods handled. It quickens the entire force, both in thought and action. It revives recollections that should not be allowed to fail entirely. It leads to some questionings, and to much sorting out and re-arranging. All this is educative, if nothing else, as it serves to familiarize the proprietor and the clerks with neglected cupboards, shelves and dark nooks and corners of the premises.

Checking over the stock acquaints the proprietor and clerks with the goods as nothing else can. It is a kind of general burnishing up all around, which brightens men, as well as goods and store. Inventory taking is a preparation for the future. Indeed, for the really live store, this is practically its main purpose, as shown by the frequent clearance sales made by the big department stores. The moral contained in the lines of Tennyson, "Ring out the old, ring in the new; ring out the false, ring in the true," has an excellent business application, if it but persaude the dealer to replace old stock with fresh goods.

The most convenient time for taking stock is just after the rush of holiday trade, when it is difficult to work up business, owing to customers having their minds more upon family gatherings and holiday celebrations than upon business matters. The stock, then, ought to be at its lowest, and a thorough going over will uncover many lines, which can be used to advantage in an "after-inventory sale," just after New Year's. Then the close of the business year is the opportune time for the merchant to now the result of his inventory.

Kansas Firm's New System.

A new method of invoicing was tried by the A. J. Harwi Hardware Co., Atchison, Kansas, when taking stock a year ago, the new plan, however, being confined to the stock on only two of their premises. Under the old method the work began about Dec. 1, and the stock clerks wrote down the items on small slips of paper, which were placed in places convenient to the stock. Then the order clerks made corrections on the slips as goods were shipped out between the time when counting began and the first day of January. This system was found to be a cause of many mistakes, since the slips had to be corrected without checking back, and errors were continually made, not only in correcting the slips, as goods were taken away, but in transferring the quantities to the inventory blanks. The new system was developed in the effort to avoid the use of slips and consequent errors. The heads of the departments in which the trial was made had blank forms type written, based on their stock books and covering all the goods found on these floors. Full size foolscap sheets were used, and the items were entered according to class, forming a skeleton of the stock just as it lay, which was at the same time priced in full.

At the time of inventory the date being Dec. 26, the buyers of all the departments on the two floors went through them with the sheets, which had been prepared and themselves filled in with pencil the quantities of stock on hand, as they were called off by the stock clerks. One floor was taken in this manner in a single day, beginning at 8.30 in the morn-

ing, and the other in about a day and a half. Besides avoiding the errors and disadvantages of transcription the fact that the buyers did the writing went a long way toward preventing mistakes, as each was thoroughly familiar with the stock through his purchases during the year and could tell approximately when he heard a quantity called whether or not it was likely to be correct. The completion of the job in a short space of time was facilitated by having the clerks go over the entire stock in advance, straightening and cleaning it up, as they had opportunity, and piling the goods in even piles so that counting would be easy. The minute the stock was down it was ready to be extended, having been priced when it was run off on the typewriter with speed and accuracy.

The company states that it obtained on these two floors the quickest and most accurate inventory it ever took, and the experiment was so successful that this year it will be carried out throughout the entire establishment.

Form Used by Kansas Firm.

		Fourth Floor.
East Aisle North.		
Doz. No. 52	Rice Boilers	5.60
" " 53		6.60
" " 54		8.40
" " 06	Wash Bowls	45
" " 06½		50
" " 07		55

GETTING NARROW IN BUYING.

Hardware merchants should watch themselves closely for fear of becoming narrow in the buying of sporting goods. He does not believe that merchants as a rule to-day depend upon their selling ability as much as they did a few years ago. In other words they blow too much with the wind, and buy only good stocks "of the best sellers," and do not buy assortments. "I have noticed," says this authority, "frequently of late that a merchant will many times buy and show an article that does not bear him a living profit, without making an effort to sell some other article in its place that does bear him the profit he should have. The principle is wrong. The retailer to-day should depend upon his selling ability, and develop the selling ability of his salesmen more than he ever has before, in order to sell goods that bear him the right kind of profits.

"These remarks apply to smaller items, as well as guns, and the more expensive goods. For instance, I have in mind merchants that carry pretty fair stocks of sporting goods, and still they will not buy leather gun cases or hunting coats to retail for $4, $5 or $6. They will tell you that their trade does not ask for those goods, but the trade never will ask for those goods unless the dealer educates them up to desiring the better quality, or until some competitor comes to town who carries better goods, and gets the cream of the business."

Programme for Hardware Convention at London

Space in Exhibition Hall all Disposed of Six Weeks in Advance—Preparations Being Made to Entertain at Least Four Hundred Visitors—Travelers Report Retailers in all Parts of Ontario Making Plans to Attend Convention—The Program Outlined.

Canadian Wholesale Hardware Association—William Starke, Montreal, president; S. H. Alexander Hamilton, vice-president; W. J. Lawson, S. R. Kennedy, Toronto; A. Jeannotte, Montreal; A. Prudholme, Montreal, and Joseph Lemieux, Quebec, directors; James Hardy, Toronto, secretary treasurer.

Maritime Wholesale Hardware Association — W. S. Fisher, St. John, president; Percy Simmons, Halifax, vice-president; F. R. Murray, St. John, secretary-treasurer.

St. John Hardware Merchants' Association — John A. McAvity, president; W. S. Clark, secretary.

British Columbia Hardware Dealers' Association.—W. C. Stearman, Vancouver, president; H. T. Kirk, New Westminster, vice-president; G. Blakely, New Westminster, H. Martin, Vancouver, and W. R. Owens, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

Winnipeg Retail Hardware Association. — Charles Mulvey, Winnipeg, chairman; J. E. McRobie, Winnipeg, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association.—D. Brocklebank, Arthur, president; A. Ballantyne, Brantford, first vice-president; M. S. Madole, Napanee, second vice-president; John Caslor, Toronto, treasurer; J. Walton Peart, St. Mary's; D. Cinnamon-Lindsay; R. C. Chown, Belleville; H. P. Morgan, Peterboro; J. S. Weichel, Elmira, and J. R. Hambly, Barrie, executive committee; Weston Wrigley, 10 Front St. E, Toronto, secretary.

Toronto Retail Hardware Association — Samuel Pearsall, president; Joseph Harding, secretary.

Ottawa Retail Hardware Association—R. Mulhall president; J. G. Cowan, secretary.

LONDON CONVENTION PROGRAM.

Tuesday, Feb. 8.

9 a.m.—Executive committee meeting and opening of Hardware Exhibition.

2 p.m.—Convention, open to any in trade. Reports of officers; appointment of committees; "Mock Sale"; address on salesmanship; open discussion.

8 p.m.—Smoking concert in Exhibition hall.

Wednesday, Feb. 9.

9 a.m.—Convention, business session and "Question Box" discussion.

2 p.m.—Visit to McClary Foundry and enamelling plant. Hardware Exhibition open.

8 p.m.—Convention, "Question Box" discussion. Public admitted to Hardware Exhibition.

Thursday, Feb. 10.

9 a.m.—Convention, business session, reports of committees, nomination of officers, etc.

2 p.m.—Visits to London hardware manufacturing plants. Hardware exhibition open.

8 p.m.—Complimentary banquet tendered the members of the Retail Hardware Association by London hardware manufacturers and jobbers.

Friday, Feb. 11.

9 a.m.—Convention closing, election of officers, and meeting of new executive committee.

1 p.m.—Hardware Exhibition.

BIG CROWD PREDICTED.

W. B. Screaton, representing the McClary Mfg. Co. north of Toronto, reports a keen interest in the coming convention of the Ontario Retail Hardware and Stove Dealers' Association at London, on February 8 to 11, and states that all who attended the Hamilton convention will be on hand at London, while many firms on his ground, not yet members of the association, have expressed their intention of attending the meeting at London. In Mr. Screaton's opinion there will be at least 400 retailers at London during convention week.

COMING A LONG DISTANCE.

E. W. McClung, Elk Lake, who has a good trade in miners' and prospectors' supplies in the north country, intends taking in the convention at London. He writes:—

"I am going to make it a point to be in London for the convention in February, as I think there are many things I can learn regarding the hardware business, and think that the experience of meeting the older men in the business will benefit me greatly, as will also a rest for the week."

ADDITIONAL EXHIBITORS.

In addition to the list of manufacturers given in Hardware and Metal a couple of weeks ago, as having arranged to exhibit at the London convention, the following have decided to make exhibits.

J. H. Connor & Co., washing machines, Ottawa.

International Varnish Co., varnishes, Toronto.

Canadian Oil Co., paints, Toronto.

Atkins Saw Co., saws, Hamilton.

Space in the Exhibition Hall is now at a premium, more applications having been received for space than can be allotted.

Attention will now be given to completing arrangements for the Model Hardware Store display in which the following firms have announced their intention of making displays:—

Dennis Wire & Iron Co., and Hobbs Mfg. Co., London, steel window construction and plate glass windows.

Dominion Office & Stove Fittings Co., London, silent salesmen.

Cameron & Campbell, Toronto, hardware shelving.

National Cash Register Co., Toronto, cash registers.

Regarding this feature the National Cash Register Co., write. "Our idea would be to equip the store with a proper National Cash Register system. We believe this idea of a model store is an ideal one, * * * and are sure you can make this an exhibit, which will interest every hardware merchant in the country. There are many hardware stores that can stand a lot of information along the lines of store arrangement, window dressing and store system."

WON TRAVELERS' CONFIDENCE.

The Illinois Retail Hardware Association has 200 traveling salesmen on its associate membership roll. The Ontario Retail Hardware and Stove Dealers Association begins 1910 with 26 salesmen as honorary members. The association has won the confidence and friendship of most of the travelers calling on the retail hardware trade in Ontario, and it is seldom that the voice of the "knocker" is now heard, saying that the members of the retail association are "all little fellows without standing in the trade." When the Retail Hardware Mutual Fire Insurance Co. gets going the salesmen will be enthusiastic boosters.

INCREASES INSURANCE REBATE.

At the annual meeting of the Iowa Hardware Mutual Insurance Association held in Mason City, recently, the board of directors declared a dividend for the 1910 expirations on all business written during 1909, of 50 per cent. of the premium paid. The reports of the secretary showed the work of the Iowa Hardware Mutual to be in a very satisfactory condition, with an amount of $3,000,000 insurance in force, and rebates paid for policies expiring in 1909 of nearly $16,000, and the total cash savings since the opening of the books of the company paid in cash dividends to its policy holders of nearly $50,000. The reports for the ten months of 1909 showed a gain in cash assets from the amount reported Jan. 1, 1909, of 80 per cent. and a gain in insurance in force of 28 per cent. The company was organized in 1903, by members of the Iowa Retail Hardware Association, and the rebate last year was 40 per cent. This is the third hardware mutual to reach the 50 per cent. standard.

A HARDWARE CONVENTION SONG.

One of the song hits of the present season is entitled "Yip-I-Addy-I-Ay," and to the tune of this catchy music garden song a hardware rhymster has put together some words, which, it is expected, will "catch on" at the London convention. The verse and chorus run as follows:—

YIP, THE HARDWARE TRADE.

(Tune "Yip-I-Addy-I-Ay.)

It's our contention
That this convention
Is the best that ever have had
For we're in such number
That we haven't a grumbler
And none of us can feel sad.
'Twould have meant conviction
To make the prediction
That success would come so soon,
But Hardware retailers
Are "never say fail"-ers
So here's to the victory we've won.

Yip-I-Addy-I-Ay-I-Ay,
Yip the Association,
It's the mascot that beats them all,
Standing together we have the call.
Yip-I-Addy-I-Ay-I-Ay
We feel just like shouting "Hurray! Hurray!"
Members growing each year
We have nothing to fear,
Yip-the hardware trade.—Repeat.

Hardwaremen intending to visit the convention can secure the music for this song in their local stores or for 20 cents (mailed) from the secretary of the association.

J. Walton Peart, St. Mary's, has suggested that a quartette be formed amongst the members of the association to help in making the lighter side of the coming convention a greater success. Members who are willing to aid in this direction are requested to write Mr. Peart or Secretary Wrigley.

CONVENTION NOTES.

The officers cannot make an association a success; they can help, but at last it depends on the members.

"It is much easier to make a dollar on mutual fire insurance than it is to make a dollar by hitching up your team and delivering three kegs of nails a mile out of town." Sarone E. Jones before National Retail Hardware Convention at Milwaukee.

W. L. Bott, an Indiana hardwareman, who has just sold his business to become manager of a bank, states that he has been doing a yearly cash business of $24,000 on a $6,000 to $7,000 stock. Attend the retail hardware convention at London and compare your business turnover and stock carried with other hardwaremen from different parts of Ontario. You may learn some pointers worth the cost of the entire trip.

Sharon E. Jones, Richmond, Indiana, a member of the executive committee of the National Retail Hardware Association, has accepted an invitation to attend the London convention and lead the "Question Box" discussion, also giving an address on Mutual Fire Insurance at the banquet. Mr. Jones' firm went through a disastrous fire some time ago and he can speak from experience. He was secured after F. Russell, of the Russell Hardware Co., Toronto, had expressed his inability to lead the "Question Box" discussion.

1910 CALENDARS.

The Brantford Roofing Co., Brantford, are supplying their customers with one of the neatest calendars we have seen this year, an embossed representation of a sturdy boy helping his little sister to put some coppers into a bank. The advertisement is secondary to the picture and it will not prevent the calendar from hanging in any hardwareman's parlor or dining room. The point is made "Using Brantford Roofing is like putting money in a bank," and the picture carries out the idea to perfection.

The Capewell Horse Nail Co., Toronto, have issued a very striking calendar showing an irate motorist held up on a country road by a badly torn tire caused by running over a horseshoe from which several nails protrude. It is considered seven years good luck to find a horse shoe, but the automobile tourist doesn't agree with this superstition, a sign post near by telling him that he is "40 miles from anywhere." The Capewell Co. take the opportunity to drive home one of their truisms—that their nails hold until the horse wears out the shoe, or it is removed by the blacksmith.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

GAS MACHINES.—W. H. Turnbull & Son, Brantford, ask for the names of manufacturers of acetylene gas machines.

W. F. Earl, Athens, Ont., or the Beach Foundry Co., Winchester, Ont.—Editor.

ANGLE STEEL TAPES.—John Bailes & Son, Cobalt, ask for the address of Roe & Sons, a New York State firm making angle steel tapes. About three years ago they sent samples to hardware firms in Ontario, but we cannot recollect their address.

Justus Roe & Sons, Patchogue, N.Y.—Editor.

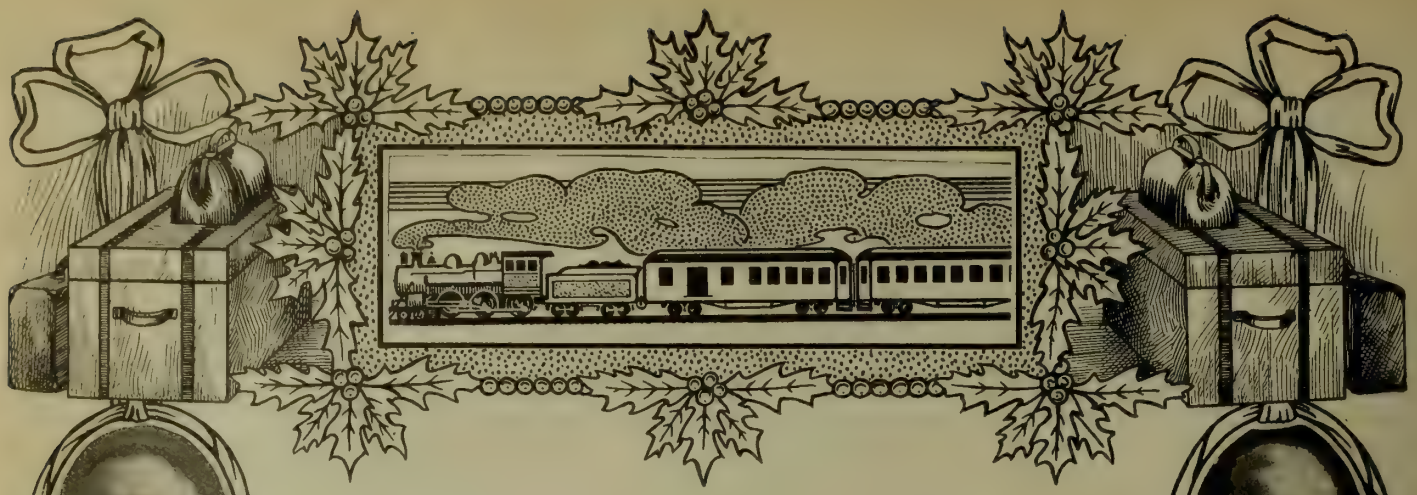
FORSTNER AUGER BITS — The Northern Hardware Co., Edmonton, ask the name and address of the makers of Forstner auger bits.

These tools are made by the Progressive Mfg. Co., Wilmington, Del.—Editor.

STAR BELT HOOKS. — The Myers Hardware Co., Stratford, ask for the name of the manufacturers of "Star belt hooks."

The makers of these hooks are the Columbia Novelty Mfg. Co., St. Louis, Mo.—Editor.

Luxor Temple, of the Mystic Shrine, has taken up the project of erecting a Masonic Temple at a cost of $30,000, at St. John.





SAMUEL J. MATHEWSON.
The President, whose Absence was Due to Illness.

Commercial Travelers Make Merry

Staff Correspondence.



TREAS. MAX MURDOCK.
One of the Busy Men at the Banquet.

Montreal, Dec. 22.—Three hundred and fifty travelers gave themselves up to the enjoyment of "annual banquet night" at the Windsor Hotel, Montreal, on Monday evening, Dec. 20th. Loyal members of the Dominion Commercial Travelers' Association, were they, members of a society which in these days is growing as fast as the population of the Northwest. Acting chairman vice-president J. Bevans Giles, in his remarks, called attention to the 400 new members who had joined during the year—and he never turned a hair in making the statement—and those who know him will understand why he did not. Friend Giles simply has to be economical in some things.

But it was a grand night, with a supplementary grand morning, and no one felt that there could have been greater bliss provided.

President Was Ill.

Only one damper was cast on the enjoyment of the evening, and that was the absence of the president, S. J. Mathewson, who, at the last moment, was taken ill, and ordered to bed. He was greatly missed, for his humorous remarks the previous year, and his witty introductions of various speakers made a name for him as a chairman and toastmaster a year ago. Numerous expressions of regret were heard on all sides.

To get down to a report of actual proceedings, perhaps it would be well to describe the geographical lay out of the Red Dining room of the Windsor, and its occupants, and to trace the source of the streams of eloquence usually called "flow of soul" by enterprising newspapermen who have been taking care of other flows—and not ice water floes at that.

As previously inferred, Bev. Giles acted as chairman, being in the central seat of the guests' table. He was bounded on the north and the south by Bordens, Sir Frederick on the right and R. L. on the left, while to the east, in front of him, he beheld the "flower of the association," seated in groups of six and eight at tables whereon were served the viands and pictures of our old friend Cap. Bernier. To the rear of the worthy chairman was located the door provided for the escape of innocent spectators in the event of the political nature of speeches delivered arousing the fighting blood of muscular followers of our parliamentary leaders on both sides of the House. This wise precaution on the part of the Dinner Committee is to be commended.

Max and the Explorer.

It appeared, after a casual glance around, as if that tireless worker Max.



BRUNO TRUDEL,
One of The Directors of The Association

Murdock, the treasurer, was rusticating in the refreshment parlor in the basement, but a second look disclosed him seated next to Captain Bernier, whom he was endeavoring to influence for some purpose or other. Some stated that he wished the Captain to organize a branch of the Association in the Arctic circles, but those who best knew the treasurer were convinced that he simply desired to have Bernier join the St. James Literary Society.

As for Bill Egan, we didn't exactly lose him, for we could always see him towering head and shoulders above everyone, but it was almost impossible to talk to him. He was very busy, with the accent on the very. Where he sat during the greater part of the evening no one knew. He was seen occasionally to whisper advice to R. L. Borden, whose speech was, as a result, a masterpiece.

Missionary Life.

Sir Frederick Borden, the first speaker, sent everybody into the seventh heaven of delight, made every man present feel he had wings sprouting, by stating as his opinion of the commercial traveler, in a few words, that he was the ideal missionary. He tumbled his listeners from the seventh floor, and caused the wings to "ingrow," however, in the next breath, explaining that he referred to trade when he applied the term missionary. The compliment was accepted with thanks, however, inasmuch as its truth was recognized. Proceeding, he called the traveling man a disseminator of ideas, which was further gospel, for the average commercial man of to-day is a man of higher intelligence and broader ideas than most other average men following a different trail to the grave. Sir Frederick told his listeners something about the policy of the Government in the matter of defence, and everyone was greatly interested, for no more patriotic Canadian exists than the traveling man who has been over the Dominion and recognizes what a magnificent country we have.

Lead the Boosters.

Hon. Frank Oliver told the boys that they were the only true and ever-existing optimists. Their spirit of optimism,

he said, had done as much as anything else to build up the west. He claimed credit for the west for the origin of the expression in vogue in that portion of Canada, "It's cold, but you don't feel it."

Hon. Jacques Bureau put in, among other things, a good word for the hotels in Three Rivers. There are some good ones there now. Hon. Jacques did not say that the spectacular fire in Three Rivers several months ago was arranged with a view to securing for Three Rivers more than one first-class hotel. Doubtless this, though, was in his mind. The boys who cover Quebec Province are not sorry that there are now more good hotels in the little city.

R. L. Borden, the Conservative leader, was given the glad hand when he arose. He knows about as well as any speaker how to tell a lot of men what fine fellows they are, without saying it in just those words. His address was interesting and well received.

Cheer up the Weary.

F. D. Monk was given a reception which proved that he was also considered a good fellow. He remarked that he had frequently run across traveling salesmen in his own journeyings, and they had cheered him and encouraged him in his work. One does need and appreciates some cheer and encouragement when those "dry" towns are encountered when navigating the stormy political sea. Travelers certainly are a man's best friends.

Max Murdock found time, despite his many self-imposed duties, to propose the toast, "Our Guests." He did it nobly and well. Judge Lafontaine, Ald. Carter, R. C. Smith, Henri Bourassa and Captain Bernier responded. His Lordship referred to the excellent system of technical education being introduced in Quebec Province. R. C. Smith made a stirring and patriotic speech. Ald. Carter, who represented the Mayor, and who has been doing great work toward securing the enactment of a by-law for the early closing of saloons, made a neat address.

Of Henri Bourassa we cannot say too many nice things, since he is soon to be confrere, through the establishment of a new daily paper. But he made a speech in which he said much, and gave his auditors what he called the French-Canadian side of the Defence question.

The Gum-Drop Market.

Captain Bernier made a distinct hit. He was introduced as the greatest traveler in Canada. Becoming reminiscent he related his early struggles in the north, when he was in the "retail" business, annexing for Canada small sections of ice floes and islands of 22,000 square miles or more in extent. Latterly, as a traveler, he had been doing some "wholesale" business, having taken possession of one piece of country of an area of 500,000 square miles. He cordially invited the boys to spend their week ends on Melville Island, but suggested bringing a gun along in all parties over five. Speaking of trade prospects in the north he said that there was room for great expansion in the distribution of old bonnets and gum-drops. Someone asked him about Cook, and the Captain carelessly replied, "Cook is an uncharted rock. We haven't placed a buoy on him yet."

Some of the Workers.

Everything considered, the dinner was a huge success. All praise is due to the dinner committee, of which W. J. Egan was chairman, and the following gentlemen the other members: A. J. Brown, P. H. Burns, A. Chaput, F. S. Cote, E. Daoust, J. A. Dawson, L. Decelles, J. T. Dwyer, A. M. Ellicott, J. B. Giles, H. Langelier, J. O. Laporte, D. M. Lefebvre, H. M. Levine, S. J. Mathewson, Major J. T. McBride, Max. Murdock, Luke F. Moore, F. N. Picard, Chas. Petrie, Bruno Trudel, R. C. Wilkins, I. Stuart Wotherspoon, S. Woods, John E. Wright, H. W. Wordsworth, secretary.



LUKE F. MOORE,
A Director of the D. C. T. A.

MUTUAL BENEFIT OFFICERS.

Toronto, Dec. 23.—The President of the Commercial Travelers' Mutual Benefit Society for the coming year is Mayor Oliver, Toronto. The annual nomination of officers took place on Saturday at St. George's Hall, Toronto. The other officers elected were vice-president, Robert Maxwell; treasurer, H. Goodman; Toronto trustees, John Gibson, R. G. Hector, C. T. Parsons, S. R. Wickett, S. M. Sterling, A. J. Tipping, Robert Forbes, John Burns, and W. T. B. Laurie. All the trustees for outside points were also elected by acclamation. Since this society was formed thirty years ago over half a million has been paid in death benefits to widows and orphans of the members.

OFFICERS RE-ELECTED.

Quebec, Dec. 23.—The Quebec Commercial Travelers' Association held their annual meeting last Saturday. Officers were elected for the ensuing year. No changes were made, all former offices being re-elected. They are as follows:

President—Jos. Poirier.
1st Vice-Pres.—Jos Cote.
2nd Vice-President—Ovide Hamel.
2nd Vice-President—G. Van Felson.
Secretary—Arthur Tremblay.
Assistant Sec.—Almazar Richard.
Treasurer—Jules Lanonette.
Directors—G. C. Giguere, P. Tremblay, A. Morency, E. Lemieux, Louis Trepanier, George Simoneau.

The annual report showed that the finances were in a very prosperous state.

TORONTO TRAVELERS ELECTION.

Toronto, Dec. 23.—Amendments to the by-laws created lengthy discussions at the annual meeting of the Commercial Travelers' Association of Canada, which took place this afternoon at St. George's Hall. About 150 travelers were in attendance, and on many occasions two, three and even four speakers were on the floor at the same time to advance their respective arguments. John Gibson, the president, was in the chair.

All of the amendments carried, but one. This referred to a change in the systems of admitting members to the association. Outside of this the most important was the change in the by-law referring to qualifications. Hitherto in order to become a bona-fide traveler, a man had to travel at least 3 months in Canada. In future the following addition will be made: "Or any part of the British Empire."

The following was the result of the ballot:—

Pres.—Jno. Gibson, (accl.).
1st Vice-Pres.—Robt. Gemmell, (accl.).
2nd Vice-Pres.—S. M. Sterling, (accl.).
Treas.—E. Fielding.
Directors for Toronto Board.—Jas. G. Cane, J. H. Lumbers, Geo. W. Moore, C. J. Tuthill, J. W. Charles, W. R. Mosey, D. H. MacKay, J. H. Wildfong and Alex. Cook.

Hamilton Board.—Geo. M. McGregor, H. G. Wright, C. C. Smye, E. O. Zimmerman, W. H. Dean and A. F. Hatch.

John L. Ross, secretary of the Pease Foundry Co., Toronto, returned last week from a three-months' tour of the west. While in Winnipeg Mr. Ross arranged for new premises for the Pease-Waldon Co., the concern which looks after the business in the west. The new warehouse is located on Donald Street. Mr. Ross spoke enthusiastically of the past year's business in Western Canada, and expects 1910 to be a record year. Vancouver particularly attracted his attention, as showing immense strides in the building line in recent years.

HARDWARE AND METAL

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PLAN NOW FOR 1910.

The end of the year approaches and hardwaremen during the coming week will be judging of results in the aggregate and carefully sifting the experiences of the past twelvemonth in planning for the future.

It has been a test year for the optimist. Signs of prosperity and reasonable cause for doubt were in the balance at the close of 1908. During that year there was depression throughout the business world. While 1907 had been a bumper year, that which followed was seriously reactionary. Failures in Canada in 1907 numbered 1,361; in 1908 they swelled to 1,712, and the falling off in the trade of the Dominion was enormous. Money was scarce.

With the beginning of 1909, Canadian commerce showed signs of returning vigor. No good reason appeared why the year should not make towards normal conditions. The winter over, the stride of prosperity quickened, and business men became hopefully prophetic; everything looked good.

To the manufacturer it was a period of self-examination, lest, in his curtailment of production, he had over-estimated the effect of the panic. The wholesaler asked himself whether he was prepared to meet the enquiry from dealers whose stocks had been cleared out during the lean year; while to the retailer it was a time of readjustment of his enterprise to the quickening of industry and to the improved ability of the people to buy.

The year's prosperity developed steadily. Crops were good, manufacturers have been well employed, the demand in many lines is taxing the means of production, prices are firm, there is a better feeling throughout the country, the year will close with a record far in advance of 1908.

What of the future? Business men do not hesitate to predict that 1910 will be one of the most prosperous years in the history of the Dominion. The same plans that were applied to the present year may not answer for that which is approaching. The merchant has a clearer vision. It will be a year of clean stocks, of intelligent study of all influences which contribute to efficiency in buying and selling, and a greater appreciation of mutual interests throughout the trade. Men will still be cautious, and in the saneness of their policy will place no handicap upon the development of high merchandising standards.

Many a merchant approaches the end of a year determined to improve upon some part of his working plan. Changes can frequently be made which will not only give him better control of his business, as a whole, but improve some of the departments and please the customer. Where a credit system has multiplied problems, why not try cash? A prosperous year is generally considered an excuse for postponing such a step. It is also the best time to make the change.

DUMPING TAX CONFUSING.

The galvanized and black sheet trade is very much perturbed over the rulings which have been issued from Ottawa recently. In the first place on December 11 instructions were issued by the Government that the dumping clause would be applied on black and galvanized sheets in all sizes up to 36 by 144 inches. The unexpected putting into force of this clause without any preliminary warning was a bomb shell to those who were under big contracts with the States, and complaints were at once made at Ottawa with the results that this week the authorities announced that the enforcement of the dumping clause would be held in temporary abeyance pending further instructions in January next.

The holding of the dumping tax in abeyance is equally unsatisfactory to the metal trade in Canada as it tends to further confuse the situation, preventing buyers from placing orders for delivery in the spring, and which should be specified at the present time. Metals are chiefly bought for future delivery and any changes in the operation of the tariff, so far as it relates to metals, should not be put into force without notice of say six months.

If the dumping clause were to be put into operation on sheets in January, for instance, it would hit importers who had contracted last fall for delivery in January, the advance in prices making the imported stock subject to the dump tax. Again, if a buyer were to specify stocks at present prices for delivery in April, and the market rises to more than 7½ per cent., he will, if the dumping clause is put into force next month, be taxed for every cent. of the difference between to-day's market price and the ruling quotation in the United States in April when the orders are delivered.

At present the "temporary" suspension of the dumping clause is a sword of Damocles hanging over the trade and the government, if they intend giving protection to the sheet steel corporation at Morrisburg, should announce their policy and give the trade due notice. As has already been pointed out sheet metals are, as a rule, ordered at least two to three months before shipment, and the present is the season when spring shipments are specified. Consequently, action at this time would have a very disturbing effect upon the trade.

But why grant protection to an industry which is not able to supply more than a fraction of the country's requirements of galvanized and black sheets? The trade has expressed its opposition to the imposition of a tax on this class of goods and the only call for it has come from the men interested in the industry at Morrisburg.

A GOOD SUGGESTION.

An excellent suggestion was thrown out at the annual meeting of the Dominion Commercial Travelers' Association in Montreal on Saturday. It was not concerning a novel subject, but one which frequently comes up, secures approval, and is forgotten. A member stated that it was most regrettable that there should not be more united action, more co-operation, among the travelers of Canada. In the Dominion Association there are close upon 6,500 men, while in all of Canada the travelers number 20,000. Yet, the various associations were acting individually, and consequently were not accomplishing the many reforms aimed at by each, but comparatively easy of attainment through united action.

He suggested that every two years there be a general meeting of all the associations. This is an excellent idea. It should be carried out. There are innumerable questions of vital interest to individual travelers, and to the various associations, which could be discussed to advantage at such a meeting. Annual gatherings of the various associations are about to be held—let this question be discussed. It is the duty of the president of each association to bring the matter up at the earliest opportunity.

COULDN'T AFFORD ANOTHER $5,000.

It is to be regretted that the Department of Trade and Commerce has decided to let at least another year go by before appointing a separate Trade Commissioner to New Zealand. The matter of cost appears to stand in the way. As the cost is only in the neighborhood of $5,000 a year it is rather extraordinary that it should be used as an excuse by a Government which has so often been characterized as progressive rather than otherwise.

When the present government came into office Canada had one Trade Commissioner. Since then the Trade and Commerce Department has appointed on an average more than one a year, there now being 18 in different parts of the world.

Mr. Larke, the Commissioner at Sydney, Australia, is supposed to look after New Zealand as well, but as that Island is 1,000 miles away from his permanent office it is only once in a year or two that he is able to visit the field.

Parliament has voted $50,000 for a steamship subsidy between Vancouver and New Zealand. Surely the department ought to be able to persuade the House to grant an additional $5,000.

Possibly Sir Richard Cartwright does not like to move as fast as necessity demands that he should. Last year the House voted $85,000 for the Trade Commissioner's service and the estimate this year calls for an additional $10,000, or $95,000 in all. When Sir Richard Cartwright was in opposition he was a stickler for economy. He is evidently still characterized by this quality; in fact to an abnormal extent.

He might just as well have rounded off the sum asked for from Parliament by making it a clear $100,000. The business men of the country would have endorsed him. The Canadian Manufacturers' Association would have even applauded. They want the Commissioner.

Our trade with New Zealand is rather at a stand still. Our exports to that country have never yet totalled $1,000,000, but they have been very close to it. Last year was the best on record when we sold to the Island $996,901 worth of goods. With a live Trade Commissioner on the spot this amount would naturally be increased.

In food stuffs our chief exports to New Zealand are fish and fish products, the canned salmon exported being valued at $102,465. Breadstuffs last year only amounted to $2,128, while the year before the figures were $41,684. We sent material for giving light to the extent of 116,000 lbs. of candles valued at $8,078.

Preferential trade exists between Canada and New Zealand, and an enterprising business man would not under similar circumstances hesitate to add another salesman to his staff in order to bring more business.

Governmental departments can, like individuals, evidently be penny wise and pound foolish.

CHEAP GOODS USED AS BAIT.

From an editorial under the above caption in a recent issue of Domestic Engineering, the following conversation with a hardware dealer is quoted:

"A customer can be brought to see the fallacy of buying cheap goods and that by means of cheap goods, if you only go at it in the right way," he said. "Why, formerly I never had on my shelves a wash boiler that sold for less than $1.50 and from that up. A lady would come in and want to know what I had in wash boilers, I would show her what I had, but when the price was named, she would leave in nine cases out of ten, without purchasing, stating she could get a wash boiler down at the department store for 60 cents. I stood it for a while and after due consideration ordered a half dozen of the cheapest kind of cheap boilers I could buy. Now, when a lady comes in for a wash boiler I am prepared. I go at it this way: I show her the cheapest first, telling her it is the same as they are selling at the department store for 60 cents; that my price is 50 cents; then I go on to explain that it is really not worth taking out of the shop; that it might last for a few weeks only and might not be tight at all; but if she wanted a real good boiler, one that wouldn't rust the clothes and one that I was willing to guarantee in every way as being all right, that I had just what she was looking for; and in about every instance she would take the good boiler; anyway, that half dozen cheap boilers lasted me more than two years.

"It is the same with garden hose. Never used to keep anything that I could sell for less than 15 cents a foot. Customer after customer would come in for hose, but when the price was named they would hie to the department store, where they could buy hose for 5 cents a foot. So I got a quantity of the 5-cent hose and advertised it for 4 cents a foot. They couldn't get around fast enough for that hose. I sold more hose that summer than I had sold in five summers before, but it wasn't the 4-cent kind, mostly the 15-cent. It was just the same as with the wash boilers. A customer would say, 'Here, you are selling hose for 4 cents?' and I would say, 'Why, yes, here it is, but it really isn't much better than if it was made of so much paper; may burst the first time you use it, but is almost sure to do so the second time Same as that stuff they are selling down at the department store for 5 cents. But if you want a hose that will last and keep right, a hose that I can guarantee and stand behind every inch of, I have got the goods.' Result, they almost invariably ordered the 15-cent hose."

The merchant and clerk who knows the goods he sells can adopt this system to advantage, but it is a plan which can only be used where the salesman is prepared to give intelligent answers to questions asked regarding the better grades of goods offered for sale in competition with the cheaper lines. The adoption of this policy will help in building a reputation for quality which will assist greatly in counteracting mail-order competition.

FIRE INSURANCE SUGGESTIONS.

It is good business judgment for a merchant to keep his property insured to the amount of eighty per cent. of its value and it is wise to make careful and true statements of all true conditions; ownership, chattels, lease ground, etc. Taking in a partner or transferring insurance should be at once reported to the company for approval, as well as keeping the company advised as to additional insurance taken.

Report all hazards the property may be exposed to, even after the policy is written.

When a fire occurs report it in writing at once and then look after and protect the property saved from further loss and damage. Many insured persons have suffered loss by neglecting to comply with the requirements of the policy immediately after a fire. Separate the damaged from the undamaged property. Make a careful inventory of both, stating the cost and damage claimed under each article, extended alterations made necessary to the store, prolonged vacancy, sale and storage of hazardous goods, etc. Be sure to get a standard fire insurance policy form when insuring your property. Then utilize your leisure time to inform yourself of the conditions of your policy.

By all means have a fireproof safe. Take an inventory of your stock each year. Keep daily sales account, also book all your purchases. Keep account of expenses and moneys withdrawn from the business. When you do this, you will have no difficulty to establish your loss and to get the same promptly and satisfactorily settled. Outside of the assistance to adjust your fire loss, a full accounting of your business kept in your books will pay you largely and will put you in a position to keep tab on your financial situation and help you make a larger success of your business.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advance of 1½c.
Wire—Barb and plain twist reduced 5c.
Shells—Universal discount of 35 and 5 on Dominion loaded shells.
Linseed Oil—Advance 2c.
Red Lead—Advance 25c per 100 lbs.

Toronto.

Linseed Oil—Advanced 2c.
Binder Twine—New prices.
Tin—1½c. advance.
Lead—Up 5c. per hundred.
Old Copper and Brass—¼c. lower.

MONTREAL.

December 24.—The great points of interest in the metal market this week have been the strong advance in tin, due to the heavy speculative trading in London, and the holding in abeyance for the time being of the dumping clause on galvanized sheets and black sheets. With regard to the former, there is some perplexity as to the real reason for the heavy buying that has been going on. It has not been on American account, and it is surmised that a continental syndicate, of which rumors have been floating about, are trying to obtain control of the market. In such circumstances it is impossible to say how long the London bull movement is likely to continue. The dumping clause on sheets and plate was imposed last week, but the Government have now recalled the clause for the time being, and thus all parties affected are in a quandary. This is not a business-like way of doing things, and it is naturally interfering with trade. The Government should state definitely what they intend to do.

Trade locally is good for the time of the year, but the volume naturally reflects the season's dullness. There has been some good business in tin, but copper is quiet. Spelter is still selling well. The situation in pig iron and steel is unchanged. European steel billets are having a good sale, now that Canadian furnaces are out of the market. In fact, billets are hard to obtain and the mills generally are anxious as to future requirements. The pig iron and steel markets in the Old Country are showing better strength.

Altogether the markets reflecting the primary conditions are firm, and prospects look very encouraging for next year.

PIG IRON—There is no alteration in the situation. The markets for domestic iron is strong, and furnaces are extremely busy, and likely to remain so. There is some demand ex-store for imported iron, and the prospects are that the consumption will be very heavy before the next month is through. We continue to quote: Domestic $20.50 and $21.50 at foundry; Summerlee, soft, $20.50; Selected, $21; No. 1, $21.50; Middlesboro, $19.50. Figures show that the pig iron production in the States for this year will be fully equal to the record year of 1907, while steel is expected to be much higher. Specifications are still pouring in, and delivery is extremely hard to obtain. Conditions in the Old Country have improved and Cleveland Warrants show a good advance at 50 shillings and tenpence.

TIN—Tin is the prominent metal this week, and with the heavy buying in London has advanced 1½c, and we now quote 35½c for jobbing lots. This is a strong advance, and users of metal are watching the market anxiously. There is little metal in stock, and even though the market is experiencing only one of those periodical bull movements that tin is noted for, users will have to come in on the stiff market to keep things going. This is where hand-to-mouth buying is dangerous. If the market is face to face with a continental syndicate looking to a control of the market, somewhat similar to that in spelter, tin is billed for an indefinite period of stiff prices. For the time being American buying has been quiet. When it comes in the market will be interesting. The whole situation depends upon the real reason for this bull buying movement in London.

COPPER—Copper is unchanged this week at 14½c for jobbing prices. Buying is quiet, and is thus showing the same characteristics as the New York market. There is a good local inquiry. The London market, although fluctuating, has shown, if anything, better strength, while New York holds firmly to figures. Buying generally is said to be on the quiet side, but there is a good tone, in this reflecting the whole aspect of the metal markets.

SPELTER — There is no change this week, and spelter is selling well at $6.25. The market is very strong, as is natural when it is considered that both London and St. Louis still keep firmly to their quotations. The strong demand for galvanized goods should bring the large galvanizing interests into the market again very shortly.

LEAD—The market is unchanged at $3.70 for both imported and domestic. Buying is quiet. The English market is keeping fairly steady, but there is no strong feature to the situation generally.

TORONTO.

December 24.—There is a slight easing off in the volume of business passing this week, and the world's markets seem to be in the same position. The holiday season, the closing of the year and stock taking are responsible for this condition, while in Britain the elections have an added damper on current trading. This does not means that the metal business is at all bad, but only that a lull is on at present, passing business not being up to the November standard, but yet greater than December not only of last year but also of the average December for the past decade. It seems to be a natural thing to expect trading in the metal industry to show somewhat of a slowness coming to the close of the year, and this season is no exception.

Tin and lead show advances. The former is very strong and has shown added strength since the beginning of December. Lead stocks are somewhat lower now and the winter freight rates have tended to boost the prices. Other metals are unchanged in price locally, though iron is easier at furnaces outside Canada; and copper, beyond showing the usual weekly fluctuation, is somewhat easier this week. Old brass lines are down a little.

PIG IRON—While business continues on a large scale the volume of trading at present is not so heavy as last month. Very large inquiries are in the market for the first half of 1910. U. S. iron is at lower prices at the furnaces, but the higher freight rates prevailing just now has tended to keep the Toronto market firm. Quotations, consequently, are unchanged. Summerlee ranges from $23 to $24; and Middlesboro No. 3 and Clarence are up to $22. Glengarnock is $23.50; Jarrow and No. 1 Clarence, $21.75; and Canadian foundry, $22.

TIN—This metal is strong and firmly held. The advance of a week ago is added to by a second advance this week. The Toronto price is now $36, an increase of $1.50 since a week ago. The uses of tin are increasing rapidly but the average yearly increase of production amounts to only 3.9 p.c.

LEAD—This metal also has taken a hitch to itself and advanced. The higher freights on imported lead since the close of navigation in the St. Lawrence are responsible. Asked as to why this did not prevail some time ago the reply was that there were plenty of stocks in sight in Toronto with a light demand existing. This week trading is better and consequently with the lowering of stocks an increase of 5 cents has been added to both imported and domestic grades. The former is now at $3.70 and the latter at $3.60 for hundred pound lots.

COPPER—Small lots continue to be quoted locally at 14c. for casting copper and 14½c. for lake ingots. Larger quantities are at an easier plane. The fluctuation at the beginning of the week was hardly so extensive as during the past several weeks, and the sum total of the situation shows an easier tendency, especially in the primary markets. There is one feature, however, to be taken into consideration and that is the switchmen's strike in the Western States, which is demoralizing mining and smelting operations. The mines of the Boston and Montana Co., the Amalgamated smelter at Great Falls, the Parrott and Moonlight mines, and the East Butte mines and smelters are closed. So far 6,000 men are out of employment.

SHEETS AND PLATES—These two lines are firming up again. The revocation of the dumping clause on galvanized sheets by the Dominion Government has tended to make supplies easier, and with the lower prices which came into force last week buying is much freer. Business now passing is on a large scale.

HARDWARE MARKETS

MONTREAL.

December 24.—Trade has keep up surprisingly well despite it being Christmas week, and jobbers have been busy shipping. This somewhat unusual state of trade is due to the light stocks generally held throughout the country. Lines continually want sorting, with the good demand, and rush orders are therefore necessary. Some lines are showing shortage, and if a heavy call takes place next year, as is more than likely, the trade generally may experience serious hold ups. Light buying on the merchant's part means light buying by the jobbers, and light manufacturing by the makers, and there is the whole situation. For instance, there is now a shortage in skates, while stocks in other lines are showing signs of the steady inroads made upon them. Most of the travelers are now assembled at headquarters, looking over stocks, and taking council for next season's campaign. There is a good tone, and the utmost confidence is felt as to prospects.

A reduction of 5c is announced in barb and plain twist wire, both car lots and small. It was felt that prices were too high for conditions in Canada, despite the tone in the States. The new list of Dominion loaded shells now allows a universal discount of 35 and 5 per cent. This is practically no change.

BUILDERS' HARDWARE—There is still a good movement in builders' hardware, and well assorted lots are going out. The continuance of the consuming demand, owing to the building activity makes sorting up necessary. No change is reported, and we quote: Lock sets (inside) $4 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

WINTER LINES—Despite this being Christmas week a very good sorting up trade has been done, and it is evident that with stocks so low dealers have constantly to sort up. Weather strip, sleigh bells, tools, lanterns and burners have gone out well. Household requisites, such as carpet sweepers, wringers, bread mixers, brooms, mops, etc., have also had a good call. The northwest continues to buy heavily assorted lots of enamelware. Tinware has showed good movement.

CUTLERY AND SILVERWARE—There has been some rush orders in for cutlery and silverware. The local demand keeps up, as New Year's day is a great gift day to the French-Canadian.

SPORTING GOODS—The shortage in skates is the principal feature of the sporting goods situation. There has been a tremendous run on these lines, owing to the short stocks with which the dealers entered the season. Hockey sticks are also showing good strength. Snowshoes and toboggans would be helped by the fall of more snow.

MINERS' SUPPLIES — There is a quiet call, and the market is without feature. We quote: Miners' picks, 16½c a pound; prospectors, hammers, 16½c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½; drill steel, 8c.

BOLTS AND NUTS—The market is without change. The demand is good for the time of the year. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75: stove bolts, 80 and 7½.

LUMBERMEN'S SUPPLIES—Orders for assorted lots are coming in well. The market is unchanged and we quote: Cant hooks, $12 a dozen and up; axes, $6.50 a dozen and up; axe handles, $1.15 and up; cross-cut saws (inferior) 25c per foot and up, better grades, 43c per foot and up; axe wedges, 25c a dozen and up.

WIRE—A reduction of 5c is announced in barb and plain twist wire both for car lots and small. It was felt that previous prices were too high to command the best business. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30, straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

December 24. — Despite this being Christmas week with its expected attendant easing off of buying, the hardware trade seems to have taken renewed life. The volume of business passing this week is probably greater than any of the previous four weeks. Not only are some belated Christmas goods going out in "hurry-up" orders but there is a general call for varied lines, seasonable and unseasonable. The volume of goods ordered, too, is somewhat surprising, and travelers say outside hardwaremen are stocking up more liberally than since the depression.

Of course, wantable winter lines have the call, snow shovels, scoops, sleds, stove pipes, galvanized ware, building paper, sleigh bells, horse blankets, stable lanterns and skates, are some articles taken at random, but figuring in the majority of orders received.

As yet there are no price changes. Shells of all kinds, loaded and unloaded, black and smokeless, as noted in last week's market report, have been newly listed and a uniform discount of 35 and 5 brings the U. S. and Canadian prices more in harmony. Smokeless shells show an advance of 3c a hundred, but black remain unchanged.

New binder twin prices are announced for 1910. These show somewhat of an advance, though as yet it is not great. Prices are held to have been low last summer, and since the opening of December, various guesses have been made as to the new lists. Sisal, which comes from Mexico, Yucatan, and other Central American countries, is short some 25,000 tons this year, and what crop was available is said to have been gobbled up by some of the larger U. S. concerns. More sisal, proportionately, is used across the border in twine than is the case in Canada. Here there is a greater proportion of manila used. But the situation will be the same in both countries, for the U. S. will use more manila this year to make up for the sisal deficiency, with a consequent shortening of Canada's available manila supply. This is said to be the condition today, and is the cause of the firmer prices. The new price of pure sisal is 7½ cents a pound (500 feet lengths); pure manila is 9 cents (650 feet). Extra (500 feet) and superior (600 feet) grades of manila are at 7¾c and 8¼c a pound. These prices hold good both in Canada and the U. S. for the makes of both countries.

HOLIDAY GOODS—Some few Christmas goods have gone out in "hurry-up" orders this week, but ten days ago saw the break-up of the rush. Presentation goods were confined chiefly to sleds, skates and children's lines.

WINTER GOODS—The present week saw some spendid business in this line. Shovels for snow, pitchforks, stable goods and shelf hardware have been moving in fine volume all week. Meat and food choppers have been going out well.

BUILDERS' HARDWARE—This line was eased off considerably during the past ten days, ever since the beginning of the cold spell spell, and unless there is a protracted moderation in the weather, it is likely that new buildings not advanced nearly to completion will stand until spring. Lock sets are more plentiful in variety and stock than for months.

SPORTING GOODS — Skates and hockey sticks and supplies are the principal sporting articles moving this week. Sleds, too, are good. Toboggans and bobsleighs are not going so fast as a couple of weeks ago.

HEAVY GOODS—There is a letting-up in this class of hardware. Wire and cut nails are in moderate demand. Screws are rather light in movement. Pipe and rods are fairly steady.

WIRE — Prices for 1910 are out. These are good on present booking up to May next, though they may not hold until that date. Barbed wire is $2.50, Toronto, base price; plain twist fencing, $2.80; and galvanized wire, Nos. 4 and 5, $2.80. Coiled spring wire is $2.35. Montreal and Pittsburg prices have been brought more in conformity for Ontario points; as also have Cleveland prices. There is a 20 per cent. duty on galvanized wire and 25 per cent. on plain twist.

HARDWARE TRADE GOSSIP

Ontario.

R. Hadden, hardware merchant, Picton, died last Sunday morning, after a lingering illness.

A. & H. Wideman are now installed in their new hardware store on Main Street, Markham.

Leroy J. Chown, of the Chown Hardware Co., Edmonton, Alta., is visiting his brothers in Belleville.

T. Leach, superintendent of the Dominion Wire Mills, at Montreal, was in Toronto a few days this week.

Charles Morrison, of the James Morrison Brass Mfg. Co., Toronto, will spend Christmas and New Year's in Chicago.

The Imperial Glove Co., manufacturer's of canvas gloves and mittens, Hamilton, have moved into new factory premises at 12 to 16 Main Street, Hamilton.

R. F. Johnstone, hardware merchant, Acton, has been confined to his bed for the past couple of weeks, with an attack of pneumonia. He is slowly improving now.

C. L. Moffat, Winnipeg manager of the Moffat Stove Co.'s business in Western Canada, returned to the west a week ago, after a short visit at his old home at Weston.

F. C. Surbeck, manager of Benjamin Moore & Co., West Toronto, is attending a meeting of the managers of the various Moore Co. plants at the Brooklyn headquarters, this week.

W. Thompson, of the staff of the McClary Mfg. Co., Hamilton, is being transferred to London, as a special stove salesman, his place at Hamilton being filled by the removal of George Moll from London to Hamilton.

James & Reid, Perth, have purchased the premises and hardware stock of the B. Warren estate at Perth, and will enlarge the building to twice its present size, making it one of the largest and most complete hardware stores in the Ottawa valley.

A. E. Campbell, the St. Thomas hardwareman, owing to increased business is enlarging his premises on Ross Street, by building a two-storey addition, the whole width of his store at the rear. The second storey of the new store will be used as a tin shop.

Chas. J. Caley, of New Britain, Conn., lately appointed manager of the Peterboro Lock Mfg. Co., has assumed the duties of his office. It is the intention of the company to greatly enlarge the facilities for making locks, so as to double the output.

W. T. Fleming, Belleville, traveler for the Martin-Senour Co., Montreal, was presented with a gold watch by his firm a few days ago, for being a top-notcher having sold the first full car-load of Martin-Senour products to a retail hardware man in Ontario.

F. P. Latsch, who conducted the hardware business in the Zryd block, Galt, for the past two years, has disposed of his business to Reginald Gordon, of Guelph. Mr. Gordon served for a number of years with G. B. Morris, and R. Richardson, of Guelph. Mr. Latsch will remain for a few months and assist Mr. Gordon, after which it is his intention to go west.

A. M. Smith, who has been acting manager of the Montreal branch of the McClary Mfg. Co., will after January 1 resume his duties as assistant to M. F. Irwin, sales manager, London. Mr. Berube will be assistant to J. C. Newman, the new manager of the Montreal office, and Alex Mackenzie, formerly at the St. John office has been transferred to the Montreal staff.

Quebec.

James Ballantyne, Montreal, has returned from a trip to the Pacific Coast.

A curator has been appointed for the tinsmith business of J. L. W. Dessert, St. Guillaume.

E. Barry, Winnipeg manager of the Canada Paint Co., Montreal, is on a visit to headquarters.

J. E. Aldred, president of the Shawinigan Water & Power Co., has been on a visit to New York.

F. Hankin, manufacturers' agent, Montreal, was married last week to Miss M. Blachford, of Montreal. The honeymoon was spent in the States.

F. W. Bailey, manager of the Magnolia Co., of Canada, Montreal, is on a trip to New York, where he will visit the headquarters of the Magnolia Metal Co.

The sporting goods store of T. W. Boyd & Son, Montreal, was broken into last week and a considerable quantity of skates, and hockey accessories stolen.

C. H. MacMillan, formerly in the employ of the Dominion Iron & Steel Co., Sydney, N.S., has been appointed superintendent of open hearth department, No. 2 of the Bethlehem Steel Co., South Bethlehem, Pa.

William Bayliss, Birmingham, Eng., makers of solid drawn brass cased tubes, stair rods and brass cased rodding, seamless steel tubes, brazed iron tubes, square brass tubes and brass mouldings, are now represented in Canada by Alex. Gibb, Montreal. William Bayliss are contractors to the British War Department.

Extensive improvements have been made to the office floor of the Thos. Davidson Mfg. Co., Montreal. Extra space has been added, and with partitions taken down the whole floor presents a bright and cheerful appearance. Owing to the great press of business, the company have put in their own private telegraph wire with an operator as a member of the staff.

A BOER WAR REMINISCENCE.

Mr. Burne-Murdoch, who has been in Canada fitting up a sherardizing plant—the latest process for galvanizing zinc on iron—had an exciting experience the other day in the King Edward Hotel, Toronto, where he was staying. Mr. Burne-Murdoch went to South Africa in a volunteer cavalry corps from India, and was severely wounded. He was struck by a shell and lay insensible in a hospital for a month. As he was walking through the corridor of the King Edward, a man suddenly stopped in front of him, turned pale, put his hand to his head and sank on the lounge in front of him. Mr. Burne-Murdoch thought the man had fainted, and went forward to try to brace him up. Finally the man came to enough to say "Is your name Burne-Murdoch! Are you really alive?" After he had thoroughly braced up, he explained that he was in Burne-Murdoch's troop and the last time he saw him was lying on the field in Africa, with a terrific gash on his head, covered with blood and apparently dead. He turned him over with his foot and said "Poor fellow," jumped on his horse and rode off, leaving him for dead. Mr. Burne-Murdoch related the rest of the story of how he lay in the hospital for months, part of his skull being cut out, but finally recovered and is now living in the United States.

The sherardizing process is the third and latest method of galvanizing, and is the invention of J. Sherard Cowper, an Englishman. After whom it is named. While this process was first used in England, it is being used more extensively in the United States, at the present time. The oldest method of galvanizing is called the "hot" process. The article to be galvanized was first put in an acid bath, then allowed to dry, and finally dipped in the melted zinc. It was found that in the dipping of small articles like tacks, keys, etc., these became an adhered mass at the bottom of the kettle, and some time was consumed in separating them.

Then came the "electro" process whereby these smaller articles were dipped in a revolving kettle, which prevented, to a great extent, the articles adhering to one another. In the sherardizing process a long cylinder is used instead of the kettle. This revolves continuously; the zinc is applied in powder form, and the article is baked in an oven. The advantages claimed for this process are that it is economical in fuel, material and labor; and wire and chain may now be galvanized by this process, thus making them rust proof.

A large financial concern has taken over the North Mildand Railway scheme, and will finance it. It is expected that construction operations will commence in the spring. The line will run north from London, through Ballymote to Lucan, thence to St. Mary's, and from St. Mary's to Stratford.

Hardware Trade in the Mother Country

Exports to Canada are Improving—Why Railway Orders are so Few—Effect of the United States Tariff.

Special Correspondence to Hardware & Metal.

Sheffield, Eng., December 6.—The hardware, iron and steel trades of Great Britain are in a fairly satisfactory state. It was expected that a return to better times would have been experienced before this, but the day of improvement has been from time to time postponed. Now it is thought that nothing in the shape of a big move forward will be made before the New Year.

There have been one or two false starts; when trade in a few branches brisked up, it was thought that other branches would soon follow suit and preparations were made for it. But it did not come about. The branches of trade which have done very well in spite of the continued depression generally are those devoted to the making of specialties. For example, all departments which cater for admiralty work have had a good run, for armour, projectiles, guns, gun mountings, etc., but now there is a lull here, and the general departments are getting a little better off.

What buoys the British manufacturer up is the activity in the United States and Canada, for we have always found that a boom in America means a boom here before very long. Up to the present we have not felt it. Hope has not yet been abandoned, and when the political atmosphere becomes more settled after the general election there is no doubt that we shall be in for a long run of prosperity.

The false starts have had this effect: huge stocks of raw and semi-manufactured material have been bought in anticipation of a boom, and when trade really gets a good run the profits will be all the bigger because of the advantageous terms at which raw and semi-manufactured material has been bought.

One big drawback at the present juncture is that production is at the level when working costs are the same as if full pressure were being exerted. In many instances—as for example, bar iron—production is about 80 per cent. of the capacity of the works, and working costs are no lower than they would be if the production was 100 per cent.

It will thus be seen that there is not much further to go before profits will be of a satisfactory kind.

Parsimonious Railways.

Here we have been reading, rather enviously, of the extension and development of Canadian railways with the consequent accession of orders to the makers of railway material.

There has not been such a slack period in railway material departments here as there has been for many months now. If the costs of upkeep and the profits were compared it would be found that the orders received have not balanced the establishment charges and other expenses. Huge departments have been virtually idle owing to the parsimony of the British railway companies.

About fifteen years ago each railway—many cover the same districts—were trying to cut the others out. Many thousands of pounds were spent on rolling stock; locomotives of new design were introduced at enormous expenses; and lines were doubled so that goods and passenger traffic might get a more expeditious run.

Now, counsels have been held and the keen competitors of a short time ago are working hand in hand. It is safe to say that there is not now one railway in Great Britain which has not a working agreement with another. Economy is now the order of the day. Owing to the state of trade it has been necessary to keep down expenses, and the best way has been proved to be: amiable relations with old-time competitors. Not only has this led to considerable reductions of staff, but to diminished orders for rolling stock and material. The policy of economy has been pursued so far that it is felt renewals of tracks, of wagons, of carriages, of engines, cannot now be delayed much longer. But when the orders are placed it will be found that they have arrived too late to make the railway departments of the big steel works at all profitable for the year that is just closing.

Side by side with this knowledge is the fact that Sheffield and other manufacturers are losing orders for railway material because of German competition. The old contention that nothing but acid steel would do has been swept away, and the German has not lost the opportunity to sell the cheaper basic steel goods. It remains to be seen whether they will give satisfaction equal to that secured by the acid qualities.

United States Tariff.

There has been ample opportunity of judging whether the new tariff will have any serious effect upon the steel and iron trade with Sheffield.

In the case of high speed and other special steels the demand from America has not been reduced at all; in fact, Sheffield manufacturers are sending more to the States than formerly. In twist drills, too, the trade has increased.

Of course, it may transpire that the impetus is due more particularly to the boom in American trade than to the ineffectiveness of the higher tariff to keep out the goods.

Grinding Regulations.

The death rate amongst workers in cutlery, tool, iron and steel work where the grinding of metals takes place, is so very high that Government action has been taken, and Home Office regulations have been drafted to control this dangerous branch of trade. The main cause of death amongst grinders is consumption of the lungs, caused, it is said, by the metal dust going up the nostrils or down the throat.

The rule enforcing cleanliness amongst the men will come into force on December 1. The employers will be allowed seven months in which to carry out the necessary alterations of their plant and workshops.

Exports Increasing.

A gratifying feature of trade is that exports are on the upgrade, and Canada is one of the markets with which the biggest improvement has taken place.

The latest Board of Trade returns issued at the time of writing are those for October. In the hardware section it is shown that in that month Canada took goods of the value of £7,789, compared with £4,765 in October, 1908, and £4,416 in October, 1907. For the ten months of the year the total os £53,337, considerably ahead of the corresponding total of 1908 which reached $33,877 and over £4,000 in front of the corresponding total in 1907 which reached £49,216.

Cutlery was not quite so satisfactory, because the total is still behind 1907. In October last Canada took £7,576, well ahead of the £4,504 total of October, 1908, but behind the £12,814 total of October, 1907. During the ten months of the year Canada took £72,210 compared with £58,411 in the corresponding period of 1908, and £92,930 in the corresponding period of 1907.

Unwrought tin still shows a decline. In October, 1907, Canada took 40 tons; in October, 1908, 56 tons; and in October, 1909, only 39 tons. On the year so far there is an increase. In the first ten months of 1907, Canada took 531 tons; in the corresponding period of 1908 it fell to 505; now in the ten months of 1909 it has recovered to 722 tons.

In pig lead, and manufactures of pig lead, Canada took 384 tons in October, 1907; 407 tons in October, 1908; and 485 tons in October, 1909. Taking the ten months, 1907 is credited with 4,488 tons; 1908, 3,148 tons; and 1909, 3,693 tons.

The steel trade with the Dominion is improving. In October, 1907, the total of steel bars, angles, rods, etc., taken from Great Britain was 3,052 tons: in October, 1908, 4,233 tons; and in October, 1909, 4,153 tons. In the first ten months of 1907 the total was 22,777 tons; in the corresponding period of 1908, 15,817 tons; and in the first ten months of this year the total reached 17,750 tons.

R. A.

Business Methods of Canadian Hardwaremen

General Delivery Systems at Simcoe and Leamington—Kingston Merchant's Record for Promptness—A Chatham Grocer's Plan for Distributing Calendars—Window Displays incomplete Without Display Cards and Price Tickets.

ALWAYS ON TIME.

Kingston, Dec. 21.—Your correspondent was talking with an old resident of the city, the other day, and the conversation drifted onto the different stores in the city, and the way the proprietors carried on their business. Incidentally, a warm tribute was paid to a local hardwareman, and in this way. He pointed out that Mr. ——— was making a great success in his business, and that he certainly deserved all the success, as he was a man who looked strictly after his own business, was always "on time," that is, he was always down at his store at the time for opening, and always stayed right with it, unless called away by something which was most urgent. "Do you know," added the old resident, "I believe that is the only way to make a success out of your business. This man can be found in his store any morning at 7 o'clock, in time to give orders to his men, for the day's work."

If the merchant himself is not punctual, how can he expect his employees to work their hardest. It would appear as if there was a great deal of good in what Kingston's old resident had to say about the merchant always being "on time."

E. G. B.

LEAMINGTON'S CENTRAL DELIVERY.

Leamington, Dec. 20.—Though the fact is not generally known, Leamington has for upwards of a decade possessed a general central delivery system in successful operation, the proprietor, Charles Scratch, having started in business April 17, 1899, with one rig. At the outset he delivered for only two stores, but his field of operation extended till recently he delivered for all the business men in town except two or three, and has several men working under him and constantly busy.

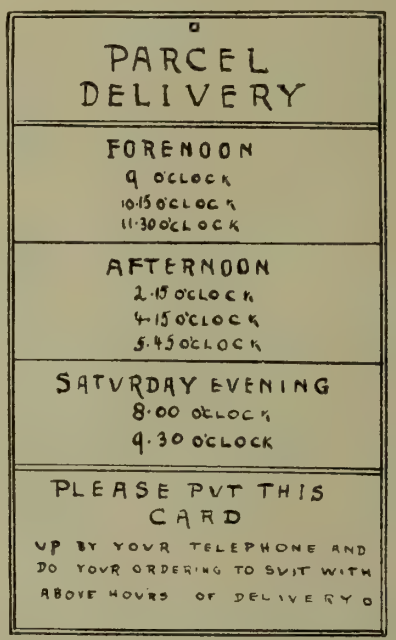
Mr. Scratch's rigs started on their rounds at 8 a.m., and often kept at it till 11 o'clock at night. Each of the merchants paid a definite sum weekly. The scheme has been very successful and though the number of articles delivered has run far up into the tens of thousands, very few errors have been made. Mr. Scratch has just recently disposed of the business to William Kewen, Blenheim, and will probably leave for the west.

E. P.

GENERAL DELIVERY SYSTEM.

Simcoe, Dec. 20.—The general parcel delivery system, after having been in operation in Simcoe for two years, has proven to be satisfactory in every respect, taking into consideration both the merchant's and his customers' interests.

Previous to having this system, there were nine delivery wagons doing the work for eleven stores, one of them working for dry goods, liquor and departmental stores. The Simcoe merchants began to feel that it was useless to have so many wagons over the same ground, so the present method for doing the work was considered. The business to-day consists of four wagons, with an extra wagon for busy days. The town is divided into four sections, and the drivers have a time table, which they go by. The merchant, when first accepting this system found that he had to work on time as well as the drivers. Previously he could get his orders ready when he liked, but now he must have them ready at the hour of delivery. Needless to say, the merchants are saving time and money, and are free from all the worries that usually accompany the delivering of goods. The population of Simcoe is about 8,000.



Copy of Card Simcoe Merchants Have Distributed in Homes of Consumers.

B. T.

INCOMPLETE WINDOW DISPLAYS.

St. Thomas, Dec. 23.—Not a few merchants who go to exceptional trouble in providing attractive window displays fail to accomplish the fullest possible results, owing to their neglect to make judicious use of price tickets and show cards. The attractive, well worded show card or the neat, distinct price ticket enhances the appearance of any show window. Experience shows that it also adds immensely to the "results" which the show window is designed to bring. Without price tickets or show cards to drive home the point, a window display is like an unfinished argument. The premises have been set forth, but the designer has failed to draw his conclusions.

An artistically designed show window takes a great deal of time and labor, and the merchant owes it to himself to secure in return the utmost possible results. To do this he must make his window display in effect a complete and logical argument to the passer-by, on the subject of buying the goods displayed—and this cannot be done unless he clinches his argument by means of prices. The cards may be subdued so that they will not mar the general effect by undue obtrusiveness—but they should be there, for the benefit of the passer-by who is tempted to take a second look.

W. E. P.

CHILDREN RECEIVE CONSIDERATION.

St. Johns, Que., Dec. 20.—"In my store children receive fully as much consideration as their parents," said R. Goold, one of the progressive local retailers. "I figure this way: If a child is given some inferior article, or is made to wait until everyone else is served, though they came in after she did, you are sure to hear from it sooner or later. In all probability you will hear that her mother is trading elsewhere."

CHRISTMAS CALENDARS.

Chatham, Dec. 21.—Following a recent resolution of the local Merchants' Association, very few of the Chatham merchants this year are handing out calendars. The experience of merchants with children clamoring for calendars, and the fact that the latter seemed in most cases to get into the wrong hands, has in the past led to much dissatisfaction, and it was largely such difficulties that has lead to a resolution to do away with calendars entirely for the present year.

Of the few merchants who are still making use of them, one, John McConnell, a grocer, is adopting a decided reform, calculated to eliminate some of the worse features in connection with calendar giving. With reference to his 1910 calendar, Mr. McConnell makes the following announcement:—

"Our regular customers will receive one (calendar) free. Any others desiring one can have one by purchasing $3 worth of groceries before Christmas or until all are gone. You do not have to buy the goods all at once. Every time you come, you will receive a receipt for money paid. When you have $3 worth of receipts bring them in and receive a calendar."

W. E. P.

Trade News from the Atlantic to the Pacific

Gypsum Plant to be Located Near Vancouver—Victoria Hardware Firm to Enlarge—Wholesale Hardware Firm Buys Property at Calgary—New Stove Company at Chatham — Steel Plant at Welland Enlarging.

HALIFAX.

December 20. — Hardwaremen from the different parts of the Maritime Provinces gathered in Halifax this week to attend a meeting of the executive of the Maritime Hardware Association. The meeting was held in the Halifax Hotel. The association was formed three years ago, and its principal object is to bring about a closer relationship of members of the trade.

W. S. Fisher, St. John, the president, was among the number present at the meeting. In an interview Mr. Fisher spoke of the marked improvements in Halifax during the past few years. "With your new streets, magnificent harbor and other improvements in Halifax, you have a city to be proud of."

Mr. Fisher is a firm believer in the Maritime Provinces, and is optimistic as to their future. He advises the young men to remain at home and share in the good times of the near future. He also spoke in appreciative terms of the progress made by Nova Scotia in the way of technical education. Mr. Fisher stated that nothing of special importance transpired at the meeting.

The Libby gold mine and water power property at North Brookfield, is reported to be under option to a syndicate of Minneapolis capitalists, who propose to at once develop the water power and electrify all the machinery, both on the surface and underground. This immense plant has been standing idle for about five years. When working to its full capacity the mines employed upwards of 150 hands, and large sums were disbursed regularly in wages. The operation of this plant will prove a boon in the counties of Queen's and Lunenburg.

E. R. Faribault, of the Canadian Geological Survey, arrived in Halifax today, from a visit to the Thompson mine at Moose river. He was sent there to inspect the Tungston deposits at that place, and he reports that there are good signs of the precious metal in fourteen of the veins that he has examined. Tungston is a rare and valuable metal, which is used principally in hardening steel. The world's product of it is very small, and it worth about $600 per ton. Should it turn out to be in very large quantities it will mean much for this province.

J.H.

OTTAWA.

December 20.—Christmas buying is brisk this week, and the hardware stores are receiving their share of the holiday rush. There is a pronounced showing of artistic, yet useful hardware, and there seems to be a growing favor in this direction in the matter of gift giving.

McFarlane & Douglas have purchased the property in the rear of their present sheet metal factory, and plans are in preparation for an extension to the building. The new addition will be of brick and will have a frontage of 120 feet on Laurier Avenue West. The present building has a 135-foot frontage on Slater Street. This new extension will give premises right through from Slater to Laurier Avenue.

Building is waning, there being only four permits issued at the City Hall during the last week, amounting to $11,500.

The new fuel testing plant of the Department of Mines, has been completed, and it only remains to instal the machinery. The first use which will be made of the building will be to demonstrate that peat is an ideal fuel for the production of power gas. Already 70 tons of peat have been delivered at the building.

G.E.M.H.

BRANTFORD.

December 21.—Local hardware dealers report splendid trade for last week. Saturday especially being a hummer, many breaking all previous season's in the amount of cash sales. All the stores will remain open every evening this week. Saturday's market was a large one, and no doubt to a great extent influenced the Christmas buying, but Thursday will be the big Christmas market, and a smashing business is expected. In speaking to President Henry Yeigh, of the Telephone City stoves, he remarked, "The past week has more than come up to our expectations, but we cannot distinguish between actual Christmas buying, and the purchases through our 'closing out' sale. However, before Christmas comes, we expect much larger trade. The local factories have all run full time this year, and a number are running over-time and double shifts, so that with pockets full, money flows easier." All other hardware dealers report the same.

Turnbull & Cutcliffe show a well arranged display of art copper and brass ware in their north window, for which there has been a good demand locally this year.

A. Ballantyne, in his cutlery, has shown a true appreciation of the value of light effects in his north window, the background being of black velvet, which shows up the display of cutlery splendidly.

In the new gas field at Onondago township, but a few miles south of here, seven wells have been struck, from six of which gas flows, the wells being 600 feet deep. Should the two months' test to be applied prove them to be payable ones, Brantford will be looked upon as the principal market, and it may have a tendency to reduce the rates now in force for natural gas.

The Ontario Iron & Steel Co., Welland, reports business as booming, causing additions to the present plant to be absolutely necessary. Contracts have been let for an addition, 75 by 177 feet, of structural steel. It will require 100 additional men to man the plant.

The Page-Hersey works, Welland, will commence operations in February next. They have let the contract to David Dick, Welland, for a coal shed to accommodate 200 cars of coal, for use in the gas producing plant.

Local merchants are following with much interest, radial railway extensions in this part of the province. The Grand Valley Railway Co., the president of the road, Murray A. Verner, says, will extend through to Woodstock and London, and will have connections with Port Stanley, Ontario, and lake ports across Lake Erie. A road to Port Dover will also be commenced next year, a despatch states, giving Brantford connection at short distance with the lake, from which many advantages are expected to accrue to Brantford from the district reached, the people, for the most part, having Brantford as the nearest large centre.

A.W.

CHATHAM.

December 22. — Chatham's new stove company was formally organized on Friday evening, when officers were elected. The concern will be known as the Modern Malleable Range Co., Ltd., and is capitalized at $40,000. The officers are: President, W. R. Landon, Chatham; Vice-president and General Manager, Fred Reissner, Leamington; Secretary-treasurer, R. Ross, Leamington; Factory the Reissner Bros'., stove works at Leamington; Directors, Robert Gray, Manson Campbell and John G. Kerr, Chatham. The company takes over the business of the Reissner Bros., stove works at Leamington, having bought that concern's machinery, and will manufacture the "Modern" steel range hitherto manufactured by the Reissner concern. The factory will be situated on St. George Street, immediately opposite the Gananoque Spring & Axle Co.'s plant. The management will remain largely in the hands of Louis and Fred Reissner. They hope to be turning out stoves from the Chatham factory in the course of a couple of months.

The scale of fees for auctioneers on the Chatham market has been increased from $15 to $50. Considerable complaint has been made from dealers in tinware, kitchen utensils, etc., that the auctioneers provided them with unfair competition by auctioning off, not only

second hand goods, but also new "shoddy" stuff, and the retailers have on several occasions urged that auctioneers, if they cannot be prevented from competing in this way, be assessed a license fee somewhat nearer the amount of taxes paid by the average merchant. The increase in the license fee is a step in this direction.

C. A. Willetts & Co., hardwaremen, of Leamington, have moved to the store formerly occupied by H. Lendon. Quite a number of improvements have been made to the premises.

W.E.P.

WINNIPEG.

December 22.—The Winnipeg wholesale hardware curling league has organized again for the season. H. F. Moulden, whose cup is to be competed for was unanimously elected patron of the league. J. M. Lynch (Miller-Morse), was elected president and J. Feir (George D. Woods), secretary. The schedule is open, and on Saturday last the Marshall-Wells house defeated the Ashdown bunch, scoring 15 to 9 points. The next fight is between the Merrick-Anderson and the James Robertson teams.

George A. Clare, M.P., head of the firm of Clare Bros., stove manufacturers, Preston, Ont., was in the city last week, and acting in conjunction with his local agents, Clare & Brockhest, they secured a site for a large warehouse to be erected here in the near future.

H. T. Campbell is managing the hardware business recently owned by Stephen Drewe, which has passed into the hands of liquidators. Mr. Drewe is at present in Toronto, and it is expected that he will return to the west as a representative of some eastern wholesale house.

As a result of some technical changes in the public school curriculum, the children are purchasing workmen's tool sets. Although this fact has become known, only one hardware dealer has taken any steps to land this particular trade. Last week this merchant sold over one hundred sets.

A. E. Hinds, recently in the employ of the Munro Fence Co., and at present a manufacturers' agent, in Winnipeg, is in Portage la Prairie superintending the liquidation of the London Fence Co., of that city. Mr. Hinds is western agent for the Delta Tile Co., the Belleville Brass & Steel Goods Co., and the Morgan Spring Co.

A. P. Macdonald, of the Macdonald & Fleming Hardware Co., has gone to Vancouver in seach of better health. It is improbable that he will return before the spring months.

J. P. Wing, formerly a hardware clerk in Niagara Falls, Parry Sound and Sudbury, and now manager of the Scott Hardware Co., of Scott, Sask., was in the city last week on his way to Ontario to spend the vacation at various points.

Jas. Scroggie and Roy Campbell, of the Macdonald & Fleming Hardware Co. are severing their connection with that firm and will proceed together to Chicago about the new year.

C. A. B. Whiting expects to occupy his new premises in Fort Rouge about Feb. 1. The severe weather has detained building operations, making it impossible for him to have the advantage of the new store for the holiday trade. Mr. Whiting leaves the city on December 22 for a two weeks' vacation in Ontario.

The Western Iron Works Co. are completing the oramental work on the new Canada Permanent building in this city, and have commenced the erection of elaborate ornamental work on the new McArthur building. They are also filling many important contracts in Calgary and Edmonton. C. A. Baskerville, a local hardware merchant, was last year the president of the company, but resigned to become a director, owing to the pressure of his store duties.

L.C.H.

CALGARY.

Dec. 16.—A representative of Marshall-Wells company has been in Calgary for the past few days, and has invested somewhat extensively in real estate. On one piece of property the company will erect a wholesale house.

James Higgins, Calgary, has invented and patented a substance for covering steam pipes and boilers that may make him a wealthy man. It is a substitute for asbestos, and though better for the purpose, costs only one-third as much. This substance is not affected by electricity and is tougher and will stand more abuse, these being advantages it has over asbestos. Mr. Higgins has put this substance on the pipes at the C. P.R. depot, and over the boilers in the C.P.R. power house, and the engineer in charge says that since it has been done there has been a saving of 25 p.c. on fuel. Mr. Higgins says he has sold the use of the patent in England for 200 pounds sterling.

A. R. A.

PRINCE ALBERT, SASK.

December 18.—New interest is rapidly being awakened in Prince Albert, now that the advent of other railroads is regarded as assured. Track laying gangs are at work on the Shellbrook extension of the C. N. R., and if promises may be relied upon, we may expect to have communication with the new town by January 1. A distance of thirty miles will thus be served by the new road, and easy access to the city will be given the bountiful crops of wheat and other grains produced this and former seasons, in what is proving to be one of the most fertile spots in the west. The new line will also carry large quantities of fuel and railway ties, and as soon as the steel can be laid to the new town of "Cowan," the site of the Big River Lumber Co.'s new mill, an additional seventy odd miles of country will be served with transportation facilities.

What the establishment of another large lumber industry at the city's doors will mean to the trade of Prince Albert, can be imagined, when we remember that the output will be 50 millions of feet and will give employment to well nigh a thousand men whose supplies as well as the output of the business will pass through this point. At present the shipment of lumber from Prince Albert approximates 60 million feet annually. With the establishment of the new mill, the shipment will be virtually doubled, and the pay roll from this source alone will do much toward making impossible a repetition of the financial depression felt recently so keenly by many towns and cities in the west, by Prince Albert last of all.

Agnew Bros., hardware merchants, since Prince Albert's early days, have built a very neat block on Tenth Street.

B.W.W.

VANCOUVER.

December 18.—General conditions on the Pacific Coast are good. Hardware stores have nothing to complain of, for with building active, and many people coming in there is a steady demand for general stock. The iron working business is also in good shape. This is helped out by the satisfactory conditions prevailing in the lumber and logging industries. Although naturally at this time of year, the shingle manufacturing is quiet, in the lumber part, the mills have all been cutting to capacity, and even at that stocks are light. The annual overhauling will be done in this and next month, but the shut-down will not

Assignee's Sale

of a valuable Hardware Stock of the Batty Hardware Company, at Norwich.

Tenders will be received by the undersigned Assignee for the purchase of the Stock in Trade, fixtures, etc., of the Batty Hardware Co., of Norwich, Ont., as follows :

Stock of Hardware, Tinware, Stoves, Vehicles, etc., as per stock list...$15,065
Also store fixtures, boxing, shelving, tinshop tools, horse and storehouse 2,897

Total value $17,962

This is a well selected and up to date stock. The present stores can probably be leased on favorable terms. The stand is most desirable and central and the business has been established 25 years.

Tenders at a rate on the dollar will be received by the assignee up to the 15th day of January next. Stock will be open for inspection at the office of the Assignee.

Terms of sale, one third cash and the balance in 2, 4 and 6 months on approved security, no tender necessarily accepted. Dated at Norwich this 16th day of Dec., 1909.

J. D. HOGARTH,
Assignee.

John Rowe, Norwich,
Solicitor for the Estate.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the centr l market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

AGENCIES WANTED

GOOD line of hardware wanted on commission for city and country. To commence January 1st. Apply Box 925, HARDWARE AND METAL, Toronto. (49)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto, (tf)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET OF TINNER'S TOOLS FOR SALE—In use only six months. Latest design. A bargain. C. J Werner, Mitchell, Ont. (51)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware and tinsmithing business in Southern Manitoba. Stock $7,000, turnover $20,000. Business established 18 years. Buildings can be leased if desired. Owner retiring from business. Box 931, HARDWARE AND METAL, Toronto. (3)

FOR SALE—Stove, tinsmith and plumbing business in good Western Ontario village. Water works just going in. Price $2,500. Apply Box 924, HARDWARE AND METAL, Toronto. (tf49)

FOR SALE—HARDWARE, STOVE and tinsmith business; good village, County Middlesex; stock $3,000; snap. Box 888, HARDWARE AND METAL, Toronto. (tf)

OLDEST established business in Saskatoon. Possession January 1st, 1910; turn over $30,000; stock about $7 000; lease $110 a month goes with stock, which will be sold at rate on the dollar. S. A. Clark, Limited, 1st Ave., Saskatoon, Sask. (tf)

BUSINESS WANTED

WANTED—A good, established hardware business in live town or city west of Toronto. S. G. Read & Son, Brantford, Ont. (2)

MISCELLANEOUS

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-per or" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of cabons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., St. Paul and St. Nicholas Streets, Montreal. (tf)

FOR fireproof windows, doors, skylights, fire door hardware, adjustable fire door hangers, cornices, metal ceilings, corrugated iron, ventilating work, slate, felt and gravel roofing write us. We do business all over Canada and know how to successfully handle work at a distance. A. B. Ormsby, Limited. Factories—Toronto and Winnipeg.

725 000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

MISCELLANEOUS

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

COUNTER Check Books—especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive system of air introduced under window sash. Fresh diffused throughout room. All foul air is gradually pelled through special outlets. Pure air in room ex- and home. Send for free booklet. Office in store, office Saturday Night Building, Toronto; Wm. Stewart & Co., Building, Montreal. Toronto; Board of Trade (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Premiers, Remingtons, Olivers, Empires, Smith etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont, (tf)

KAY'S FURNITURE CATALOGUE No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. John Kay Co. Ltd, 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING—A century ago accounting meant keeping books. To-day you can keep accounts cheaper, better, quicker and more accurately by throwing away all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write us to-day. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear Kopy" Carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WHEN buying bookcases insist on having the best on the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited. General offices, Woodstock, Ont. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Co., Ltd., 33 John Street S., Hamilton, Ontario. (tf)

MISCELLANEOUS

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems or supplies, see our catalog. Our modern goods at moderate prices will result in money-saving satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Limited, 8 John St. N., Hamilton. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size may be removed and framed 14 x 22 inches. Pictures they are only "tipped" at the end of the year as boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket, burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd. 30-32 Adelaide St. W., Toronto (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease—no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ont. (tf)

$75 buys the best duplicating machine on the market. A ME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, ch se, Acme ribbon to match typewriter, pair tweezers, quoins, key, set of reglets. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED at once. Apply, stating experience and salary expected, Box 926, HARDWARE AND METAL, Toronto. (52)

WANTED—January 1st, 1910, two experienced hardware travelers for Ottawa Valley. In applying state experience and what section of country traveled. Reference required. Apply by letter or in person to Thomas Birkett & Son Co., Ltd., Ottawa, Canada.

WANTED—For January 1st, 1910, experienced hardware salesman. Write fully, giving road experience, territory covered, etc. Good opportunity for A1 man. Miller, Morse Hardware Co., Winnipeg, Man. (52)

WANTED—Clerk with four or five years' experience, able to speak French and English fluently. One with window dressing experience preferred. Apply Hockins & Siddons Hardware Co., P.O. Box 1057, Moose Jaw, Sask., with references and salary expected. (1)

YOUNG MAN WANTED with some knowledge of stenography and typewriting, preferably one familiar with hardware business. State general education and salary expected. Splendid opportunity for advancement for bright boy. Apply by letter, HARDWARE AND METAL, 10 Front Street East, Toronto. (52)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant"

A YOUNG MAN with five years' experience in retail hardware desires position. Good stock keeper and window dresser. Can furnish best of references. Apply Box 930, HARDWARE AND METAL, Toronto. (52)

be any longer than is necessary. In logging, there was surplus in the fall, after a record cut, but there is none to speak of now, and prices are as high as $10, and stiff at that. The Paterson Timber Co. has eight million feet of logs on hand, but they will be held, and by so doing the company expects to clear at least $3 a thousand more for them, than if the logs had been sold when put into the water. There is also steady expansion in shipping business, in fact in all those lines of industry which bring good trade to the hardwaremen, there is no depression of any sort.

To preclude any possibility of being put out of business by an accident like that which occurred in connection with the power plant at Winnipeg recently, the B.C. Electric Railway Co. will instal a steam auxiliary plant. The contract for this was let this week to C. E. Moore & Co., San Francisco, the price being approximately $250,000. This will be used on any occasion when the big water plant may be out of commission. This is only one of the many improvements which the company is making in connection with its gas and electric systems in New Westminster, Vancouver and Victoria. The gas plant in Vancouver is to be quadrupled in capacity, and in New Westminster and Victoria extensions and improvements are to be made, when large quantities of pipe, etc., will be required. Many extensions of the tram system are to be made into suburban and rural districts, with new depot and office buildings in New Westminster and Vancouver, costing $60,000 and $250,000 respectively. The capacity of the car construction shops in New Westminster is also to be doubled. At present, the company is handicapped for the lack of cars, being unable to get any from eastern manufacturers. Altogether, the cost of the extensions and improvements will total close to $6,000,000, making the company's total investment on the coast, about $15,000,000.

Evans, Coleman & Evans, of this city, have leased 800 feet of waterfrontage from the C.P.R., at Port Moody, where they will locate a gypsum plant, to be known as the B. C. Gypsum Co. It is being established in co-operation with W. R. Nichols, president and general manager of the Pacific Coast Gypsum Co., of Tacoma. The plant will have a capacity of 50 tons per ten-hour-day of hard wall plaster. Raw material will be brought from Alaska. The estimated cost is over $50,000. R.B.B.



McCallum & Co.'s Hardware Store at Cranbrook, B. C.

CRANBROOK B.C.

December 15. — Business throughout this section of the country has been excellent, recently, and McCallum & Co., hardware merchants, report a very good fall trade.

This firm has a fine store, as the accompanying photograph shows. Moffat's "Canada National" ranges are displayed, and a good trade is done in kitchen ware. Paints are kept at the rear of the store, while a good assortment of cutlery, shelf and builders' hardware is carried in stock. G.W.

VICTORIA.

December 16.—There is at the present time quite a boom in inside business property, some very fine business blocks having been sold within the past week. D. Spencer, proprietor of Victoria's large departmental store, has purchased the porperty at present occupied by the Times newspaper, for an addition to their already large premises, forming on the ground floor an addition to their hardware and crockery department.

Another firm who have had to enlarge is the B. C. Hardware Co., They have bought a piece of property next to Wilson Bros., wholesale grocery, and are to erect a two-storey and basement building for a warehouse.

The firm name of the hardware firm of Drake & Horn has been changed to the Drake Hardware Co.

A fine, large apartment house is to be erected to Fort Street in the spring.

T. Dawes, representing Alfred Field & Co., Sheffield, Eng., with a large line of cutlery samples, was a visitor in town this week.

Christmas trade this year, so far, has been very good, much ahead of any previous year. All branches of the retail trade have the same report. All indications point to a banner holiday trade.

W. B. C.

NORTHWEST TRAVELERS.

Winnipeg, Dec. 20.—The 27th annual meeting of the Northwest Commercial Travelers' Association took place on Saturday evening, Dec. 18, in the Travelers' club rooms, with all the officers and about 35 active members present. The annual reports were received and adopted. The following officers and directors were elected for the year 1910: President, E. L. Thomas; Vice-president, G. W. Barrett; Treasurer, L. C. Macintyre; Secretary, Fred J. C. Cox; Directors, J. A. McTaggart, J. H. J. Murphy, Chas Holden, A. McAllister, A. Paxton, T. E. Elliott, A. E. Wayte, J. Brockest, J. E. Holland, W. J. Litster, W. J. Stevenson and Wm. Stitt; Vice-president for Calgary, E. Dagg; Vice-president for Edmonton, F. M. Morgan; Vice-president for Regina, A. C. McGiverin; British Columbia Board, Vice-president for Vancouver, C. P. Egan; directors for Vancouver, J. H. Foster and A. R. McFarlane; Vice-president for Victoria, H. C. Briggs; Director for Victoria, Percy Cudlip; Director for New Westminster, F. J. Lynch; Director for Kootenay, H. Byers.

The annual banquet of the association is to be held at the Travelers' club on Thursday, December 30.

TRADE NOTES.

R. J. Brown & Co., hardwaremen at Crandell, Man., have dissolved.

The Battleford Hardware Co., have purchased the tinsmithing business formerly conducted by W. Collinge.

Gordon R. Howden has purchased the tinsmithing department of R. M. McKay's hardware business at Melita, Man., and will carry on the business in a new stand.

T. T. Boggs, of Winnipeg, is opening up an office at Portage la Prairie, for the Economy Heat & Generator Fuel Saver, as well as for the Northwest Battery Co.

CORRUGATED IRON

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge, Winnipeg

Traveler Wanted

By leading Western specialty hardware house, including stoves and furnaces. Give particulars and state if familiar with tinsmithing. Communications held confidential. Box 929, HARDWARE AND METAL, Toronto. (52)



DO YOU SEE THAT CAN?

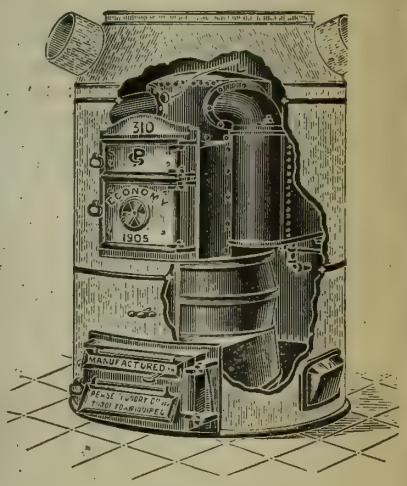
THERE IS MONEY IN IT

FOR YOU, Mr. Dealer. We want you to handle STEPHENS' lines. All our goods are made from the finest materials and have given absolute satisfaction for the past twenty-seven years. Every can guaranteed. We create a demand—You Supply It. Easy money. Write us about it to-day. Orders shipped same day as received.

G. F. Stephens & Co., LIMITED

Winnipeg - and - Calgary

PEASE ECONOMY WARM AIR FURNACES



Are manufactured to sell to the trade for installation in buildings where

Heat Distribution, Fuel Economy and Long Life

are the chief considerations. Let us assist you on your next prospect.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Our best wish to our Customers and Friends is A Merry Christmas and may the Year 1910 be productive of many fat Heating Contracts.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 24.—For a number of days past the wholesale houses have had the appearance of a holiday season. Repeat orders have been very large this year. This morning a lady rang up a local hardware merchant and asked what he had in silver plated cake trays. The dealer did not have one in stock, but told her he had a fine line in all sizes. She said she would be down in the afternoon and call in to see them. In the meantime the merchant purchased the imaginary stock and had it elaborately displayed when the lady arrived.

Winter goods are receiving limited attention, with the exception of a few specialties. Lanterns, horseshoe nails and kerosene oils are the leading lines at present. Pennoline oil has been reduced 1 cent. Some wholesalers have commenced stock taking and all the houses contemplate doing this work during next month. It is possible that local houses will find that stocks are lower than ever before in the history of their business.

Winnipeg Quotations.

Wire—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.85 base; oiled, 10c extra; bright iron, $3.15 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30: No. 13, $3.40; No. 14, $4.25; No. 15, $4.75: No. 16, $5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75: No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

Horse Nails—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8 $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb boxes.

Wire Nails—$2.80 Winnipeg and $2.35 Fort William.

Cut Nails—$3 per keg base; pressed spikes, $3.30 base, usual extras.

Screws—Flat head, iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½; 10, 33c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, $8.69; 7-inch, $9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; piced 30 japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond 50; Granite, 60 per cent.

Iron Washers.—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains—5-16, $5.50; ⅜, $5; 7-16, $4.70.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—20c per lb.

Lanterns.—Cold blast, per doz., $7; coppered, $9; dash, $9.

Rope.—Sisal, 9½; pure manila, 11½; British manila, 10c; lath yarn, 9½c.

Corrugated iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

Bar Iron.—Bar iron, $2.45, Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Pig Lead.— $5. Lead pipe, $6.

Sheet Zinc.—Casks, $7.50; broken lots, $8.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe.—Black pipe, ¼ in., $2.45; ⅜, $2.75; ½, $3.30; ¾, $3.90; 1, $5.65; 1¼, $7.70; 1½, $9.25; 2, $12.35; 2½, $20; 3, $26.50; 4, $38; 4½, $50; 5, $48,50; 6, $62.50. Galvanized: ¼ in., $3.40; ⅜, $3.70; ½, $4; ¾, $5.20; 1, $7.50; 1¼, $10.20; 1½, $12.50; 2, $16.60; 2½, $30.

Fittings. — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, $3.65; 18, $3.70; 20, 3.75; 22 and 24, $3.85; 26, $4.05; 28, $4.45; 30-gauge or 10¾-oz., $4.65; Queen's Head, 20, $3.85, 24, $4.05; 26, $4.45; 28, $4.65.

Tin Plates—I.C. charcoal, 20 x 28 full box, $9; ½ box, $4.75; IX. full box, $11, ½ box, $5.75; IXX., full box, $13.50; ½ box, $7.

Terne Plates—I.C. plates, $8.50.

Canada Plates.—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40, full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; National Light, 25c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c; Acme Lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils.—White Lead, pure, $6 to $6.50, according to brand, bladder putty, in bbls., $2.50; in kegs, $2.55; turpentine, bbl. lots, 90c per gal.; linseed oil, raw 83c; boiled, 3c per gal. advance on this price.

Ammunition.—F Sporting, in 25 lb. kegs, per keg, $5; FF sporting, do., $5.25; tower proof, do., $8; honker, in 25 lb. tins, per tin, $9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, $26.50.

Weather Strip—Wood and felt, No. 61, $1,25 per 100 feet; No. 62, $1.75; No. 64, $2.25. Blue felt, 40 cts. per pound.

IRON FIRMS CONSOLIDATE.

Following the recent consolidations of of various iron and steel industries under the head of the Canada Iron Corporation, and the merger of twelve cement companies, comes the announcement of the consolidation of four large iron working companies operating six mills in various parts of Ontario, these being the Toronto Bolt & Forging Co., Toronto, having bolt mills at Swansea (Toronto) and Gananoque, and rolling mills at Sunnyside (Toronto), the Brantford Screw Co., Brantford, the Belleville Iron & Horseshoe Co., Belleville, and the Gananoque Bolt Co., Gananoque.

These four concerns have been consolidated under the name of the Canada Bolt & Nut Co., Ltd., with headquarters at Toronto, and having a capitalization of $2,500,000. Lloyd Harris, M. P., of the Brantford Screw Co., is to be president of the new company and T. H. Watson, who recently resigned as manager of the Toronto Bolt & Forging Co., in order to give his attention to bringing about the present consolidation, is to be vice-president and general manager. George Glilies, president of the Toronto Bolt & Forging Co., has disposed of his interests and is retiring.

Further details of the consolidation are not yet completed, but announcement will be made as to the composition of the board of directors after the next meeting. The question of enlarging the Swansea plant is also being considered, but the main changes likely to be made are the concentration of certain lines of work in the different plants, there being at present some duplication in this respect.

"Hyde Park"

(Registered)



SKATES

are unquestionably the best machine-made skate on the market. Manufactured only from the finest grade of steel procurable and carefully welded and tempered. Heavy nickel-plated, and every pair guaranteed against defective material or workmanship. We can supply in all sizes for men and women, and with flat or rounded blades.

Retail Price $3.00 Per Pair

Write for Wholesale Prices.

The Hingston-Smith Arms Co.,
Limited
Wholesale Sporting Goods
Winnipeg



We wish to extend to our many friends in the trade our heartiest wishes for a Merry Christmas and a most Prosperous New Year.

THE SHERWIN-WILLIAMS CO.
MAKERS OF PAINTS AND VARNISHES TTO
CANADIAN HEADQUARTERS AND PLANT,
897 CENTRE STREET, MONTREAL, QUE.
WAREHOUSES:
TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.

"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.





Mac's Special Red Hone

CURLING STONES

STOCKED IN ALL WEIGHTS

These Stones were specially selected by MR. JAS. McDIARMID while on his Scottish tour last season, and will be found perfect in every detail.

The Winnipeg Paint and Glass Co.
LIMITED
EDMONTON . . . . WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

D. Rabbitt is erecting an elevator at Daysland, Alta.

The Bruce Mines Sawmills Co. have just completed a new plant.

The J. B. Snowball Co. will erect a grist mill at Chatham next fall.

Hewson-Campbell & Dail have started a shingle mill at Aldergrove, B.C.

Russell & Son are erecting a heavy portable saw mill at Thornloe, Ont.

The Tudhope Carriage Co.'s works at Orillia started operations last week.

After a shut down of several weeks waiting for logs, the Clark Bros.' butter tub factory opened up.

An up-to-date shingle mill is being added to the Harrison Lake, B.C., plant of the Rat Portage Lumber Co.

The G. T. Pacific are calling for tenders for the construction of large wharves to cost $100,000 at Victoria.

Barnett & McQueen secured the contract to build the new cleaning elevator at Port Arthur. Work starts at once.

The J. M. Fortier tobacco factory at Farnham, Que., is now almost completed and it is expected that work will be commenced about January 1.

Prescott ratepayers will on January 3 vote on the question of granting aid to the Ogdensburg Soda Pulp Co. to establish a branch factory there.

The Canadian Linen & Paper Co., have closed an agreement with the Port Arthur council and will locate there a $50,000 plant. Work will start in May.

A company to be known as the Radium Oil & Chemical Works have established their Canadian headquarters in the Ashdown Building, and will erect a factory shortly.

The Canadian Pacific Lumber Co.'s saw and shingle mill at Port Moody, B.C., which has beeen closed down for some months, will resume cutting early in January.

The Hunting Lumber Co. whose sawmill was recently destroyed by fire, will build a new mill on a site recently secured on Burrard Inlet, between Barnet and Port Moody, B.C.

The Canadian Iron Corporation and Mackenzie & Mann intend spending during the coming year $120,000 on the Big Pier at Port Wade, N.S., for the loading and export of iron ore.

U.S. capitalists have about completed arrangements for the erection of a large basket and box works at New Westminster, B.C. It is expected that the plant will be in operation in January.

Hugh Baird & Son, Markdale, Ont., intend to erect a sawmill at Thornbury, with a capacity of 50,000 feet daily. They are negotiating for the old mill site, as there is a fair harbor there.

Negotiations have been in progress for some time with Senator Thompson for securing the Estey mill site near Fredericton, for the erection of the new mill which a company that is being organized intend to erect there next spring.

Among the British concerns which intend to locate branches in Canada are Doulton & Co., makers of the famous Doulton ware; Maw & Co., one of the largest makers of fancy tiles, and Hope & Co., of Birmingham, manufacturers of locks and ornamental ironwork.

John Bell, of A. G. Lambert & Co., Nelson, B. C., and Thomas B. White, of Johnson, White & Co., manufacturers of hardwood lumber, staves and hoops, Kolapore, Ont., have acquired from the Boundary Development & Exploration Co., of Greenwood, B. C., a ten acre mill site near Midway, in the Boundary district, and will erect a good-sized sawmill before spring.

Municipal Undertakings.

Wallaceburg, Ont., is contemplating the instaling of a waterworks system.

Revelstoke's council has given notice of the construction of a number of sewers.

Vankleek Hill contemplates instaling waterworks and sewerage systems at a cost of $53,000.

Sewer and waterworks extensions to cost $160,000 will be constructed next year at Saskatoon.

Dunnville's town council has passed a by-law and will go on with the construction of its sewerage system.

The Winnipeg Board of Works have recommended the construction of a trunk sewer for Elmwood at an estimated cost of $21,000.

J. Gault, has reported favorably on the project to supply Edmonton with water from Pigeon Lake by a gravity system. Initial expenditure of $2,000,000 is necessary.

Tenders addressed to the Minister of Public Works, Victoria, will be received until January 19, 1910, for the construction and completion of a permanent system of sewerage for Prince Rupert.

Public Buildings.

A $10,000 post office is to be built at Chilliwack, B.C.

A new Baptist church is being planned for erection in Parkdale.

A new school of two storeys will be erected shortly at Portage la Prairie.

St. Matthews Anglican church, Brandon, will build a new edifice next year.

A Winnipeg syndicate propose erecting a $25,000 opera house at Prince Albert.

J. W. H. Watts, Ottawa, is having erected a stone church at South March, Ont., to cost about $5,000.

The by-law to raise $40,000 for the erection of a public school has been passed by the ratepayers of Chilliwack, B.C.

Nanaimo is to have a new opera house and dance hall. The whole cost of the building is estimated at between $30,000 and $40,000.

J. W. H. Watts, Ottawa, is preparing plans for a new church building to be erected at Fitzroy Harbor, estimated cost is about $4,000.

The plans for the new academy at Sydney, were discussed and plan No. 8 chosen. The estimated cost is $52,000, exclusive of heating.

Three new buildings—observatory, chemical building and mining building—are in course of construction at Queen's University, Kingston.

Peterboro ratepayers will be asked to raise $19,000 at the next election for the purpose of erecting and equipping the new isolation hospital.

The new school for crippled children, to be erected in the grounds of the Children's Memorial Hospital, at Montreal, will cost upwards of $15,000.

The Toronto Board of Control has approved plans for the new wing to the Isolation Hospital, and will soon ask bids for the construction; estimated cost, $80,000.

Work will be started on the customs house at Revelstoke next spring. The sum of $10,000 is on the estimates to provide for a start being made with the building and tenders will be called about May next.

The plans and specifications for the new Delatre Street school and the remodling of Beale Street school at Woodstock, Ont., were presented before the board and were adopted. Tenders are invited at once.

Property at Toronto, has been purchased by the Separate School Board as a cite for a new high school to replace the De la Salle Institute. Work on the erection of the new building may not go on for some time.

A. A. Post, Buffalo, is preparing plans and will soon receive bids for a new building for St. Michael's Hospital, Toronto. It is to be four storeys and basement, of brick and structural steel, fireproof; estimated cost $200,000.

Dr. Dagenais, chairman of the Montreal Health Committee, has recommended a suitable building for the civic hospital near Back river for the treatment of tuberculosis. Building Inspector Chausse; estimates call for $12,000 to $15,000 for alterations.

The new Lampson Street school, Victoria, is to be built by Thomas Ashe, the contract having been awarded to him by the public works department. Work is to begin at once, and is to be hurried on to completion. The total contract price is $14,854, which includes the Rutley tubular furnace heating system.

A new and thoroughly up-to-date Catholic hospital will be built at Prince Albert next spring, and already the plans and specifications have been drawn and approved. The new hospital will have accommodation for one hundred patients, and will be built at a cost of $100,000.

We Wish You

The Compliments of the Season

and may you have your full share of prosperity during the coming year.

A. C. LESLIE & CO., Limited

MONTREAL

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles.

TRADE MARK IVER JOHNSON

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

. . .

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE SECRET OF GOOD IRON IS IN THE HEATING.

The good iron problem is solved when you sell our Bars and Bolts. We know that they are right before they leave the mills and you will find the profit they yield very satisfactory.

Sell London Iron.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN. Ⓑ

Sales Agents:

Ontario, Barnes & Peckover, Toronto

Manitoba, Bissett & Loucks, Winnipeg

All the financial arrangements have been completed and the site chosen.

General Building.

The Bank of B. N. A. are to erect a building at Semans, Sask., in the spring.

The Rumley Co., of Laporte, Ind., will have a large warehouse erected at Saskatoon.

Herbert Weston is preparing to erect a large store and office block at Saskatoon.

The Winnipeg Builders' Exchange will erect a temple costing a quarter of a million dollars.

J. W. H. Watts, is having two stores erected at Ottawa, for R. McGiffin, at a cost of $12,000.

Colborne P. Meredith, is erecting a residence and surgery at Ottawa, for Dr. John Robertson, at an estimated cost of $12,000.

J. W. H. Watts, is having extensive alterations made to the residence of M. P. Davies, Ottawa, at a cost of $15,000 to $20,000.

A new wing to cost approximately $20,000 will be erected next spring, by St. Mary's C. L. and A. A. to their club building at Toronto.

Four building permits aggregating $13,000, were issued at Halifax recently. They were: G. Thomas, house; A. L. Wood, residence; A. Theakson, house, and John Simon, large addition to the Cronan property.

An option on property at Toronto has been taken by the new Conservative Club, as a desirable site for a club house. E. J. Lennox is mentioned as the architect, who is preparing plans. Estimated expenditure, $170,000.

Arthur J. Bird is working on plans for a five-storey apartment house, which will be erected for Mr. Peter Agren, at Vancouver. It is estimated the cost will be about $50,000, and construction will start almost immediately.

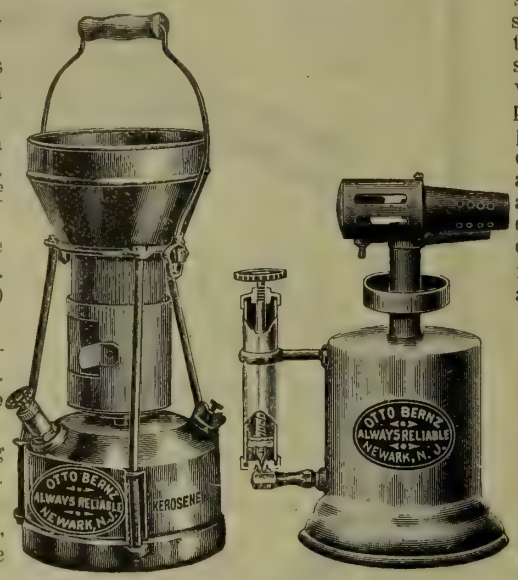
Recent Toronto building permits include: W. L. Bullen, two pairs of dwellings, $10,000; C. A. Burns, three-storey hotel, $10,000; S. Garfunkel, a row of seven stores and dwellings, $14,000; Waters & Elliott, four pairs of dwellings, $20,000.

Recent building permits at Ottawa include:—Geo. A. Eaman, dwelling, $3,000; C. R. Johnson, two dwellings, $6,200; J. and P. Murphy, double dwelling, $3,500; John Hallan, addition to warehouse, York Street, $2,000; Ottawa Fireproof Supply Company, warehouse, $2,100; Mrs. Louis Blais, dwelling, $2,000, and Robt. Armstrong, dwelling, $2,000.

NOVELTIES AND NEW GOODS

KEROSENE FURNACE AND TORCH.

Otto Bernz, 21-43 Ashland Street, Newark, N.J., are now pushing the "Always Reliable" B kerosene furnace and the No. 35 kerosene torch, which they claim will burn as long and do as much work with two quarts of kerosene as with four quarts of gasolene, a saving of 50 per cent. The necessity of procuring an insurance permit is also



Kerosene Furnace and Torch.

avoided because kerosene can be carried with much less danger of being ignited and causing damage by fire. The body is made entirely of heavy metal and the burner is of the best composition, easily taken apart and cleaned of carbon deposits. The furnace lists at $7 and the torch at $4, and they are specially adapted for use by plumbers and tinsmiths.

DOUBLE EXTENSION BOLT.

The Pullman Mfg. Co., Rochester, N. Y., are placing on the market a new double extension door bolt, one of the strongest features of which is the fact that it is entirely concealed in the French door or casement window, the



Pullman Double Extension Bolt.

only visible part being the knob or lever handle. In marketing each bolt will be put in a box and shipped to the dealer without the ¼ inch rods. The advantages claimed for this method are that it will facilitate the shipping, and at the same time avoid the necessity of the dealers sustaining a loss or the consumer having to pay an expected loss on account of specifications which call for bolts of odd lengths. If the bolts were furnished in 5, 6 and 7 foot lengths and the dealers had calls for bolts of 5½ 6½ or 7½ foot lengths, it would be necessary for him to cut down and re-thread the bolt, and somebody would have to stand the loss on account of waste of stock. The Pullman Company believe that every hardware dealer carries in stock ¼ inch round stock, and therefore when they supply bolts it will be a simple matter for them to include in the price of the bolt their price on the required number of feet of this stock, and also their charge for threading the rods at both ends; and in that way fill according to specifications all orders accurately. If the dealers do not have ¼ inch stock they can purchase it in lengths as desired.

NEW GARBAGE CAN.

The Thos. Davidson Mfg. Co., Montreal, are manufacturing a new ash and garbage can called the Arrow brand. It is made of heavy reinforced galvanized iron, scientifically designed, and constructed to give the fullest amount of strength at points of greatest strain.

DOOR CHECK AND HOLDER.

The Yale & Towne Co., N. Y., have added to the Blount door check, which they have been making for some years, a holder attachment, so that this new Blount door check not only shuts the door and prevents slamming, but also holds it open wherever desired. A simple device is set in the door check which can be set at a given point, so that when the door is pushed open there it stays. A slight pull releases the door, whereupon the spring operates as though it carried no stop. This device is a little latch that lifts up when the door is opened, but it does not catch unless the door is pushed back to a certain point, which point can be set to suit any whim. When the latch catches it holds the door open until it is given a little pull. This slips the latch up over the catch that holds it and the door closes gently, firmly and without slamming.

New additions will be built to the Central and Oriental hotels, at Revelstoke.

Warren & Wetmore, New York, are said to have completed plans for the new Ritz hotel at Montreal.

The Retail Paint Trade

SIT DOWN AND THINK.

With the holiday rush over the dealer has now a great opportunity to sit down and think out his paint selling programme for the new year. It is going to be the best ever, or is it to be no better than others, which have gone before. It is up to the dealer to say. No extra push from the manufacturer can aid him if he does not want to increase his yearly turnover.

If the merchant is satisfied with pursuing the same tactics; with issuing the same amount of advertising; with giving the same amount of attention to his paint department that he has previously done, then, if he is very lucky, he may hold his own. But even if none of his old customers are taken from him, he does not advance with the great consumption development that is going on around him.

But if he is not satisfied with his old programme. If he intends to improve on the means that he used this year, if he wishes to extend his trade, then now he will sit down and begin to work out a campaign so energetic that the one just finished will fall into insignificance.

Ready mixed paint is new in the world. People have to be educated up to the merits of the article. They know the value of nails but they do not, in many cases, know the value of paint. Thus the dealer has two courses to pursue. He has to educate, and he has to sell. But the results are worth the efforts. Notice what some merchants have done with their paint department. When a full carload of paint constitute one order, as happened recently in Ontario, some idea can be gained as to how a paint demand may be worked up. There is profit in a paint department, and there is a great undeveloped consumption field What more can any man want?

Sit down, Mr. Dealer, and think out schemes to increase the paint trade of your district. Be not content with the meansures adopted last year but go much better. For one circular sent out last spring send out two this coming spring, for one window display run two, and so on. Even so with the stock. Have confidence in the trading prospects of the community and in your ability to push your lines, and increase your stock. Follow the line of arguments used by your paint manufacturers. Utilize the advertising matter they supply.

In fact, resolve to put extra force into your paint selling campaign, and the results will be surprising. Let no man be content with what he has done. Therein is retrogression. Rather be dissatisfied, and thereby progress. There is this undoubted fact that a large portion of the community that should use paint does not do so. It rests with you, Mr. Dealer, whether you get your share of this or not. Sit down and think over things.

"the finish"
"that endures"

Floorglaze

Permit us to wish you a bright and

Happy Christmas

As bright as—well, say a Floorglazed Floor—we know of nothing brighter.

As happy—as a good year of work well done and a good outlook for the year to come - should make it.

Sincerely yours

Imperial Varnish and Color Company
Limited

TORONTO Morse St. | WINNIPEG 128 Princess St. | VANCOUVER 550 Beatty St.

We wish our many Customers and Friends a very Merry Christmas and a Happy and Prosperous New Year

The Montreal Rolling Mills Company Montreal

PAINT AND OIL MARKETS

MONTREAL.

December 24.—Linseed oil still continues to be the prominent feature of the markets, and another advance of 2c is reported this week. Red lead is also 25c dearer. Other lines are stiff, and the whole tone of the markets is very good.

Higher prices has not checked orders, and for the time of the year, there is very good trade moving. It may be that there is more speculative buying going on, but in any case the month is showing extremely satisfactory business.

TURPENTINE — Shipments of turpentine have been of a very satisfactory character. While the orders are not large, moderate sized lots are going out steadily, at the unchanged price of 78c to 80c single barrels.

LINSEED OIL—Flax seed continues its upward march, and the linseed oil market has perforce to keep pace with the advance in the raw material. This week another advance of two cents is reported. Trade has not been checked and buying in a speculative way is noticed. We now quote: 1 to 4 barrels, in one delivery, raw, 77c per gal.; boiled, 80c per gal.; net 30 days, f.o.b. Montreal.

GROUND WHITE LEAD—Grinders are hesitating to accept orders for ground white lead at present quotations. Small orders for immediate delivery are being filled at present quotations, but no desire is shown to book contracts owing to the strong tone of the markets generally, and the greater strength of ground white lead. We quote: Strictly pure about $5.35 to $5.85, according to quality, and No. 1, $4.95 to $5.35, f.o.b. Montreal.

RED LEAD—Red lead does not show any tendency to be called for in heavy lots, but in view of the stiffness at the primbary markets and the healthy tone all the way round, locally prices have been advanced about 25c. We now quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4, kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—There is a good movement, stimulated no doubt by the mild weather reported in various part of the country. We quote: Dry V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PUTTY—Putty has fallen into its winter dullness, and shipments are light. We quote: Standard putty, 800 lbs. in casks, $1.75; in 100-lb. drums, $2; bladder putty, 400 lbs. in barrels, $2.15; in 110-lb. cases, $2.25; in 25-lb. tins, $2.15; 12½-lb. tins, $3.25, f.o.b. Montreal.

TORONTO.

December 24.—The holiday season has overshadowed paint buying this week. Travelers are in from their territories, and local trading is somewhat slow. It looks like the commencement of the dull season. On the whole the year has been a successful one in paints, more particularly since the opening of summer business.

There is not one especial line that is moving in volume just now, though with the advance in ready mixed paints expected to take effect on January 1, it may be that booking may be done between now and that time. Linseed oil has gone up another two cents a gallon, and pig lead has stiffened since last week. White lead manufacturers refuse to book for futures, until after the new year. Glass prices are not yet out; nor are paris green lists. All these lines, it is felt among jobbers are slated for an advance.

Advices from Florida say that the year's crop of turpentine and rosin has practically all been made, and there is very little more of either material coming into that market at the present time, consequently, there is none to offer there until the new crop is made in March or April.

LINSEED OIL—Another advance of 2 cents has been made in the price locally, which is accounted for by the high pice of flaxseed at Chicago. There it is now nearly 20 cents per bushel higher than it has been any time in the past ten years, and if this price is maintained it will not be at all surprising if the Canadian crushers find themselves compelled to make a further advance of from 2 to 5 cents per gallon for the oil. This condition is expected to last until April, when new Argentine seed will be ready for the crusher. Just at present linseed oil is at 77c and 80c per gallon for single barrels of raw and boiled oil respectively.

TURPENTINE — As regards turpentine the market has been very quiet. The Savannah price has been fluctuating and owing to the light demand and the continuation of very fine weather by which the supplies have been a little more than anticipated, the market has been somewhat weaker, but it is believed that after the 1st January, when the varnish makers have passed the stock-taking season, and their travelers again get out on the road, an increased demand will take place and prices will be advanced again to the highest point for the season. Locally the price is somewhat easier in that while the market quotation remains at 80c for single barrels, turpentine may be had for 78c and 79c.

READY MIXED PAINTS — It has been practically decided to advance all grades and lines of ready mixed paints 10 cents on January 1. New price lists are expected early next week. Up to the present traveling salesmen have not yet received authority to book forwards at ruling prices. Paris green prices are

"ANCHOR"
GOVERNMENT
STANDARD
WHITE LEAD

We are the only corroders and grinders of White Lead in Canada, and thus by controlling every part of the manufacture of our White Lead, we are able to offer the best possible value. Our

"ANCHOR" PURE
WHITE LEAD

is Government Standard, and every package bears our guarantee label, stating that "The White Lead Paint contained in this package is guaranteed to be absolutely pure."

Write for quotations.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Winnipeg

A Strong Point



The strongest inducement you can offer for the best paint trade of your town is NOT PRICE—but a paint that will give supreme satisfaction. Buyers appreciate "QUALITY" as much as they condemn the lack of it. The paint that fades, checks, cracks and peels off stands as a witness of somebody's dishonesty or incompetency—the dealer who sold it gets the blame. Don't sell that kind.

Martin-Senour

PAINT—100% PURE

will help you to make lasting friends of the people you sell to. It will help you to establish your business on a firmer, surer foundation. The requirements of paint are varied—the paint that best meets the most of them is the best for you to sell—that's *Martin-Senour 100 per cent pure paint.* It will be a big strong point in your favor when you can offer this paint to your patrons. Why not write for the Agency today?

THE MARTIN-SENOUR COMPANY, Limited.
MONTREAL · Pioneers Pure Paint · CHICAGO

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG
The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.



We make:

Architectural Finishes,
Carriage Varnishes,
Japans,
Enamels,
Wood Stains,
and
LACQUERET

MADE IN CANADA

BRANCH OF THE **Standard Varnish Works**
TORONTO

New York · Chicago · London · Berlin · Brussels, · Melbourne

also expected next week, though no unusual changes are anticipated.

WHITE LEAD—This line seems ready for an advance. One manufacturer, when offered a booking for February, refused to take the business, saying that until after New Year's day he would do no booking. Then there has been an advance locally in pig lead. This week's prices continue to range from $5.55 to $6.10.

RED LEAD — This lead, too, will probably go higher, though up to the present the line holds unchanged at $4.25 to $4.55.

GLASS AND PUTTY—Quite a noticeable decline in the volume of business moving is apparent this week. New prices for 1910 are not yet out. They usually come out early in December, but importers seem undecided as to what the 1910 prices should be. There is one thing certain next year's importations will be at higher figures than is the case this year.

PETROLEUM—Steadily active business is being done at unchanged prices. Prime white is 13½c; water white, 15½c, and Pratt's astral, 17½.

PAINT TRADE CHANGE.

W. G. Francis, recently manager of Benjamin Moore & Co., West Toronto, has left that company to accept the management of the varnish department of Ault & Wiborg, printing ink and varnish manufacturers, Toronto, the headquarters of the company being at Cincinnati, Ohio. A factory has been operated for some years at 19 Charlotte Street, Toronto, but a new varnish plant is to be erected on Royce Avenue, the plans for the work being completed, and an expert varnish maker from England being already on the ground.



W. G. FRANCIS, TORONTO,

Who Has Accepted the Management of the Varnish Department of the Ault & Wiborg Co.

Ault & Wiborg have already developed a factory trade in varnishes, lacquers and japans, and now intend going after hardware store business, making all grades of these goods and adding enamels to the line.

Ault & Wiborg have a high standing in the printing ink industry, and finding it necessary to make a fine grade of varnish for their own use, ought to build up a good trade in their new line, with the advantage of Mr. Francis' long connection with the paint trade.

F. C. Surbeck, formerly assistant sales manager at the Brooklyn headquarters of Benjamin Moore & Co., has succeeded Mr. Francis as manager of the West Toronto plant.

A MODERN PAINT VAULT.

To avoid high insurance rates, a Jersey City firm, in rebuilding store, made a separate room or vault for reserve stock of paints, oils, etc. It consists of a fireproof room 18 x 25 feet with metal ceiling, concrete floor, etc. The room is separated from the main store by sliding doors. Should a fire break out the doors will automatically close. In this vault are machine oil, asphaltum, oils in bulk, varnish, dry colors, turpentine, lamp black, floor wax, candles, alum, glue, kerosene, alcohol, cement, etc. There is a balcony around the entire room. There are seven rows of shelving above the platform and three rows of shelves under, but above barrels. Labels are on the boxes to indicate contents. Each barrel or large can is plainly labeled. The shelves around balcony are for goods for which there is not much call. Down cellar is a vault of the same size, also fireproof. This method saves 40 per cent. in the premium for the whole store, the stock of which fills four floors and basement.

PAINT METAL WORK NOW.

This is the season for painting copper and other metal work on buildings as a means of preserving such material against rust and the inroads of winter weather. The man who overlooks this necessary process will have cause to regret his error when his bills are presented for repair work later on. A little application of good paint at this season of the year saves many dollars in replacing material that might otherwise have been saved for good service. Many owners of houses and business buildings have learned this secret by experience, but there are others who need to be told, otherwise they will fall a victim to the habit of doing nothing in this line until forced by necessity to make amends for neglect.

Vancouver's recent permits include:—Vernon Bros., dwelling, $5.000; J. Skeffington, dwelling, $2,000; L. B. Moore, dwelling, $3,000; C. R. Drayton, store and dwelling, $3,000; C. C. Delbridge, store and dwelling, $4,000; C. B. Armitage, dwelling, $2,200; Brackman & Ker, alterations, $2,500; P. J. McEwan, dwelling, $2,000; W. J. McDonald, dwelling, $2,400; A. Shaw, dwelling, $2,500, and G. R. Carson, dwelling, $3,000.



With all that is dear to the heart

our man



wishes you

everthing that is good, this bright Festive Season.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 GLASS IMPORTERS

Are You Looking for

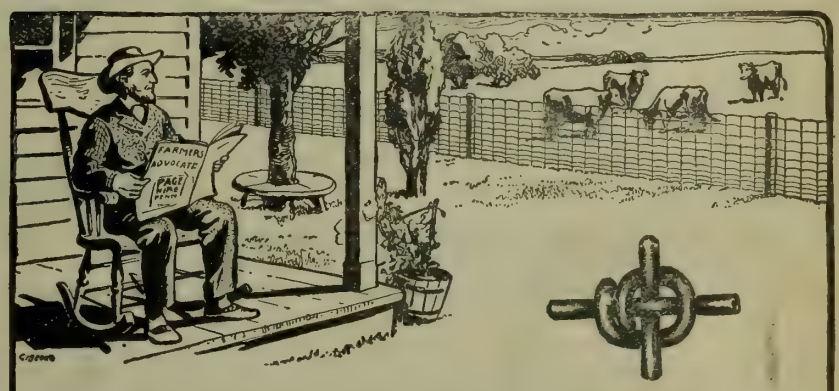
NEW ERA PAINT

An Honest Paint ?

gives the user every satisfaction, and is a pleasure to handle. It covers more surface, lasts longer, and holds its color better than any other prepared paint.

The margin of profit, moreover, is specially good. Write for our prices.

Standard Paint & Varnish Works Company, Limited
Windsor, Ontario



14,000 MILES of Page Fence in Canada—and every rod a satisfaction and a money-saver to the owner, and good for years.

73,000 Page Gates in Canada—double-braced truss frames, that cannot sag; galvanized so rust can't touch them; need no repairs; good for a life-time.

1910 Fence Better than Ever

You can get more for your money than you ever could in buying fence for any purpose—lawn or farm. Our free Booklet shows you how and why. Just ask our nearest place for your copy.

531 **THE PAGE WIRE FENCE CO., LIMITED**
WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

"PAGE FENCES WEAR BEST"

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL

The "INFALLIBLE" GLAZIERS' DIAMOND

Just the Tool for inexperienced Glass Cutters



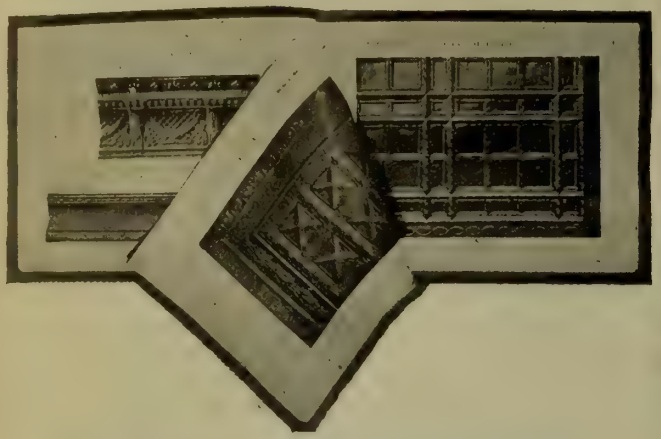
MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Metal Ceilings

Have You This Catalog?



New enlarged Catalog "A-3" has just been mailed out to the Trade. If for any reason your copy misplaced connections **DROP US A CARD.** We want you to know the importance of *machine-cut beads*, *wood-brackets* and *improved panel-plates* to you as an erector and dealer in Metal Ceilings. Name and address, please?

The Galt Art Metal Co., Limited

GALT, ONT.

MONTREAL, J. B. Dagenais, 977 St. James St. W.

WINNIPEG, Dunn Bros.

Our Acorn Trade Mark

is the buyer's safeguard. There is no guess work about this brand

Corrugated Galvanized Sheets

Their quality is assured because they are galvanized in strict accordance with British Government specifications. You would be foolish to buy an inferior brand, when "Acorn" Sheets cost no more.

Manufactured only by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Business Success

is rendered more certain if you handle articles whose merit has been proven. In the realm of wall and ceiling finishes there is nothing to surpass

MURESCO

That subdued, velvety appearance, which is so much admired, can be produced by amateur and professional alike with one application *only* of **MURESCO.** It is quite easy to apply and is guaranteed not to crack, peel or rub off. Are you stocking this splendid selling line? There's money in it for *you!*

Send for Colour Card and Prices

Benjamin Moore & Co., Limited

West Toronto, Canada.

New York **Chicago** **Cleveland**

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.



Royal Polishes

For satisfaction to the housewife who desires most value for her money, and for profit to yourself, push these Canadian-made polishes.

ROYAL POLISHES COMPANY
MONTREAL

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

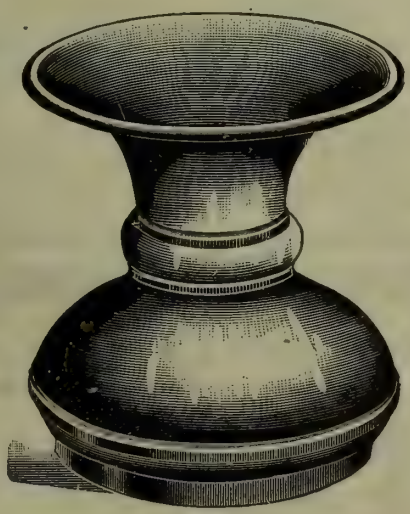
OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.
BRANDON, MAN.

What Do You Think of This?

Here is a sample of our extra heavy self-righting polished (brass or nickel plated)

Cuspidor

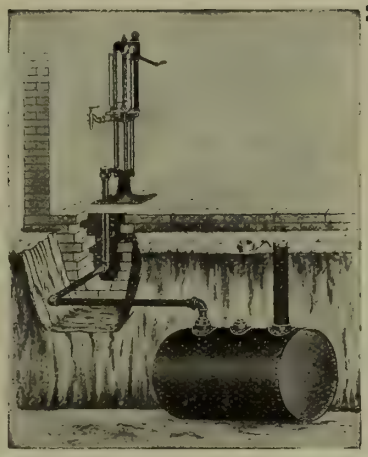


The height is 9⅜ inches and the diameter 8⅞ inches. This is only one of our representative and reliable range.

Write for our Catalogue

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.



BOWSER

LONG DISTANCE SYSTEM FOR HANDLING GASOLENE OR KEROSENE

meets the highest approval because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of the most careful Insurance Companies and Fire Underwriters.

Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way. Write TO-DAY for Bulletin 156.

S. F. Bowser & Co., Limited

66-68 Fraser Ave. - TORONTO

Are you alive?

to the possibilities of the ***STRUCTURAL STEEL*** business? Modern architects are using more steel in their buildings each year! Why not supply the steel required? You are acquainted with the builders or contractors—get after them. We will assist you in every way and quote you our closest prices.

SEND TO-DAY FOR OUR TERMS.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

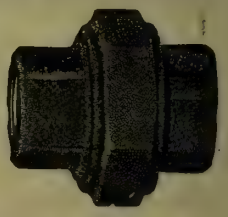
Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



PLYMOUTH CORDAGE CO.

PLYMOUTH **WELLAND**

Use "PLYMOUTH" (Ship Brand) Lathyarns; they will save you money and increase your satisfaction.

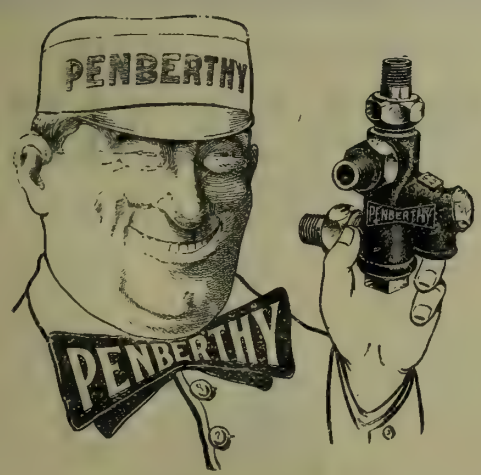
Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?

INDEPENDENT CORDAGE CO., LTD.

Stocks at
TORONTO MONTREAL HALIFAX ST. JOHN WINNIPEG VANCOUVER

Canadian Sales Agents
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TORONTO, ONTARIO



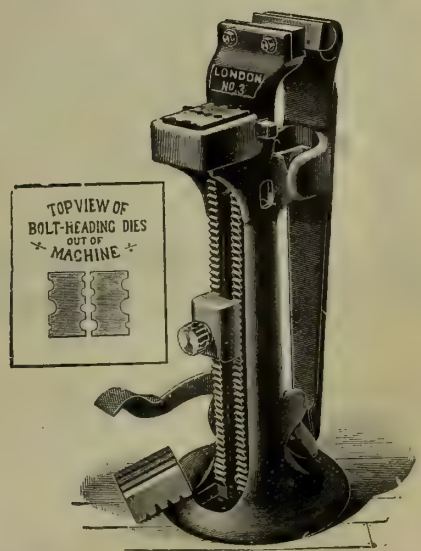
A Penberthy Catalogue
A Penberthy Discount Sheet
A Penberthy Stock of Goods

MAKE A PROSPEROUS HARDWARE MERCHANT

WRITE US FOR THE CATALOGUE
YOUR JOBBER WILL DO THE REST

PENBERTHY INJECTOR CO.
Limited
WINDSOR, : : : : ONTARIO

Horse Shoers' Foot Vise and Bolt Header

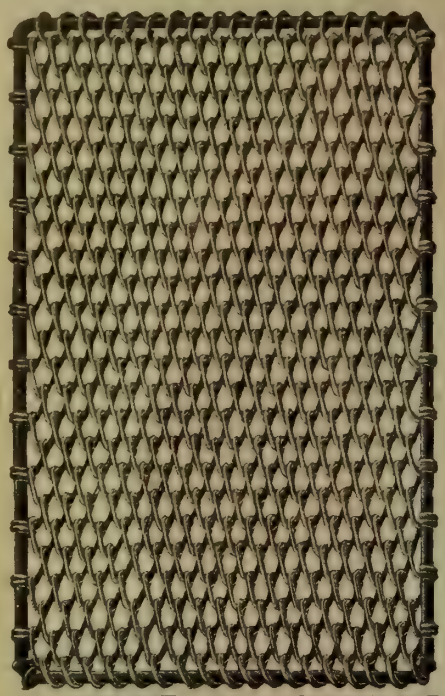


A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

WIRE GUARDS



For Factory and Mill Windows, School and Church Windows, Store and Basement Windows and for all Public Buildings

THE B. GREENING WIRE CO., LIMITED

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FOR-LARGER-PROFITS-FOLLOW-THE-ARROW



You are not getting as much business as you should!

Why don't you take on a line that will prove a "live wire" and not a dead one?

We want to show you the

Star Expansion Bolt

the biggest business bringer in the hardware line to-day.

Will you write for a sample and a trial proposition?

Wouldn't you be interested in a plan whereby you could increase your profits 50% without investing a single cent?

ADDRESS TO-DAY

STAR EXPANSION BOLT CO.

Catalog Department --20-- 147-149 Cedar Street
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Mistakes. Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue Explains.

The R. McDOUGALL CO. LIMITED

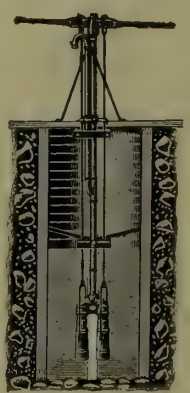
Galt, Canada

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**

This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.



Easy Working

Always Primed

Never Freezes

In case of fire this pump has no equal.

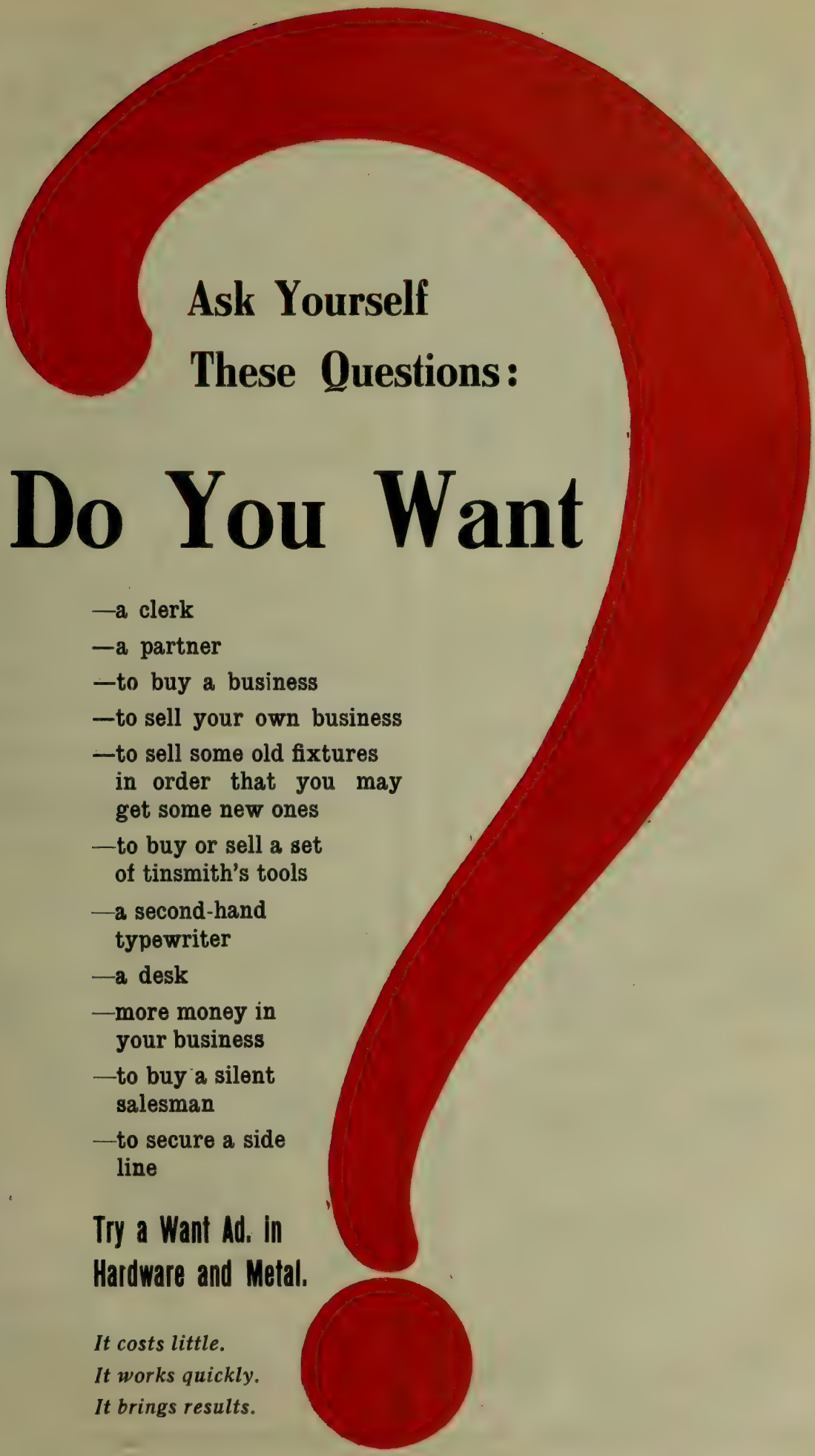
THIS CUT represe ts our Pump, as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a business

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of tinsmith's tools

—a second-hand typewriter

—a desk

—more money in your business

—to buy a silent salesman

—to secure a side line

Try a Want Ad. in Hardware and Metal.

It costs little.
It works quickly.
It brings results.

Hobbies

TRADE MARK.

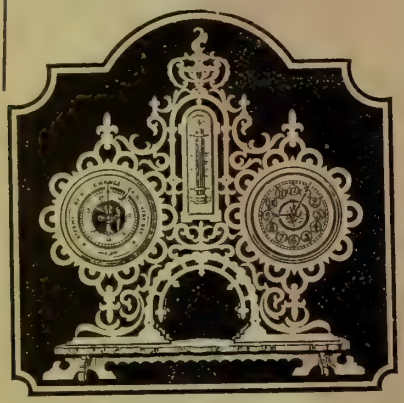
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ARE YOU SELLING THESE?

They are asked for all over the world.

SEND FOR CATALOGUE AND TRADE TERMS NEXT MAIL.





OUR NAME IS YOUR SALESMAN.

Hobbies, Ltd.

Manufacturers

Dereham, - - - Eng.

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When you require a Brass Stencil, our Stencils represent the very best value, because they are cut by expert Stencil Cutters.

We use the best tough brass and we give prompt service.

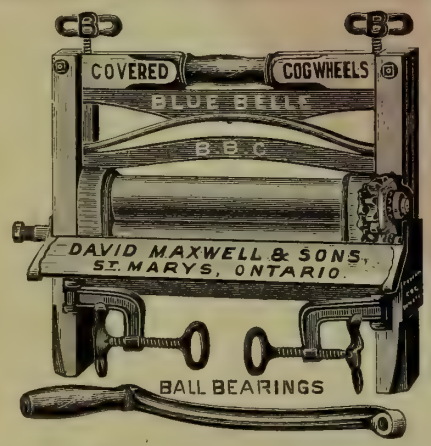
We want your Stencil orders because we know we can please you —both in price and quality. Send us your orders, or better still, buy a

Bradley Stencil Machine

We are sole agents for Canada

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON - and - TORONTO



The Best Wringer

we have turned out yet is our new "Blue Belle" and we have no hesitation in saying that it is the best wringer sold in Canada.

Maxwell's "Blue Belle"

has ball bearings, covered cog wheels and swivel tub attachment. The rolls, which are the life of any wringer, are of solid rubber, and are guaranteed for five years.

You are safe in recommending the "Blue Belle."

David Maxwell & Sons

ST. MARY'S, ONTARIO.

ONE OF HUNDREDS

OF QUICK-SELLING LINES ILLUSTRATED IN OUR TRADERS' LIST. 88 pp.

ASK FOR A COPY



Can be had in English or French Sizes.

THIS IS TERRY'S (Reg'd.) HIGH-GRADE COLLAPSIBLE SPANNER

Send for 5/- Parcel of Samples.

Mention Paper.

	Oxydized	Plated
Small, per doz.....	8/-	12/-
Large, per doz.....	20/-	30/-

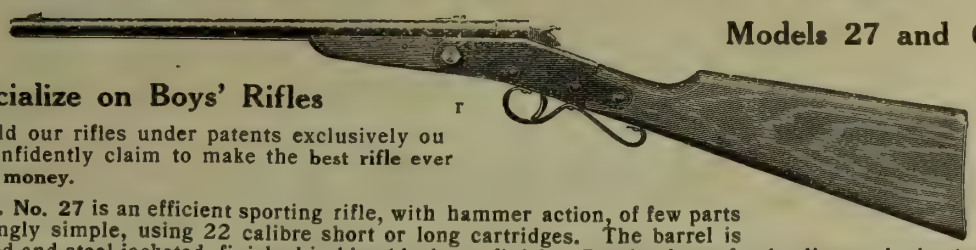
HERBERT TERRY & SONS, THE SPRING SPECIALISTS

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Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively ou own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

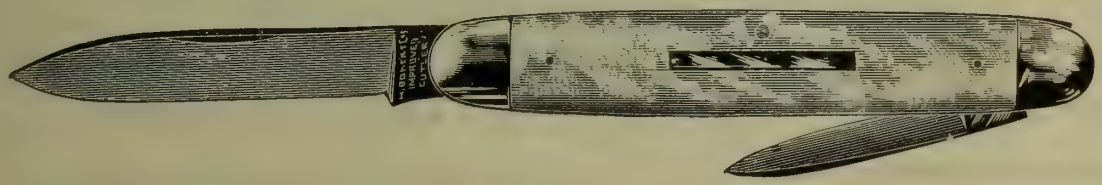
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. Boker & Co.'s Cutlery



Recommend Boker's Pocket Knives, Scissors and Razors, if you want to work up **a good cutlery trade** and at the same time **insure for yourself** a good profit You can double your cost price on every sale and still give good value and **satisfaction to your patrons.**

For Sale by all Leading Wholesale Hardware Houses



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKINNON CHAIN CO.

BUFFALO, N.Y. **ST. CATHARINES, ONT.**

Contests Close January 1st

Readers of HARDWARE AND METAL are advised that the

Christmas Window Display and Christmas Advertising Contests

open to Canadian Hardware Merchants and Clerks, and for which some valuable prizes are offered, close on New Year's Day and all entries should be mailed by Jan. 1. Full particulars have been given in previous issues of HARDWARE AND METAL. Address photos and letters to :

"The Editor"

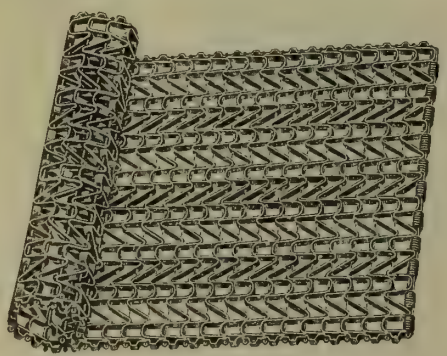
Hardware and Metal - - - 10 East Front Street, Toronto

Acme Flexible Door Mat

Galvanized Steel—Indestructible.

Special inducements to Jobbers and Dealers now.

There is a constant demand in Residences, Schools, Stores and Public Buildings for the Acme Mat, especially during the autumn and winter.



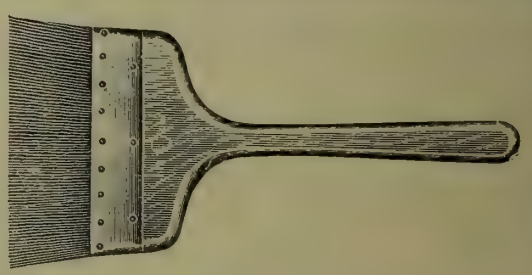
Notice the special edge.

Durable—Sanitary—Non-Rustible—Self-Cleaning

Acme Steel Goods Co.

MANUFACTURERS

2834-40 Archer Avenue - CHICAGO ILL.



The above cut illustrates accurately our new

Tin Bound Whitewash Brush

which may be sold retail for

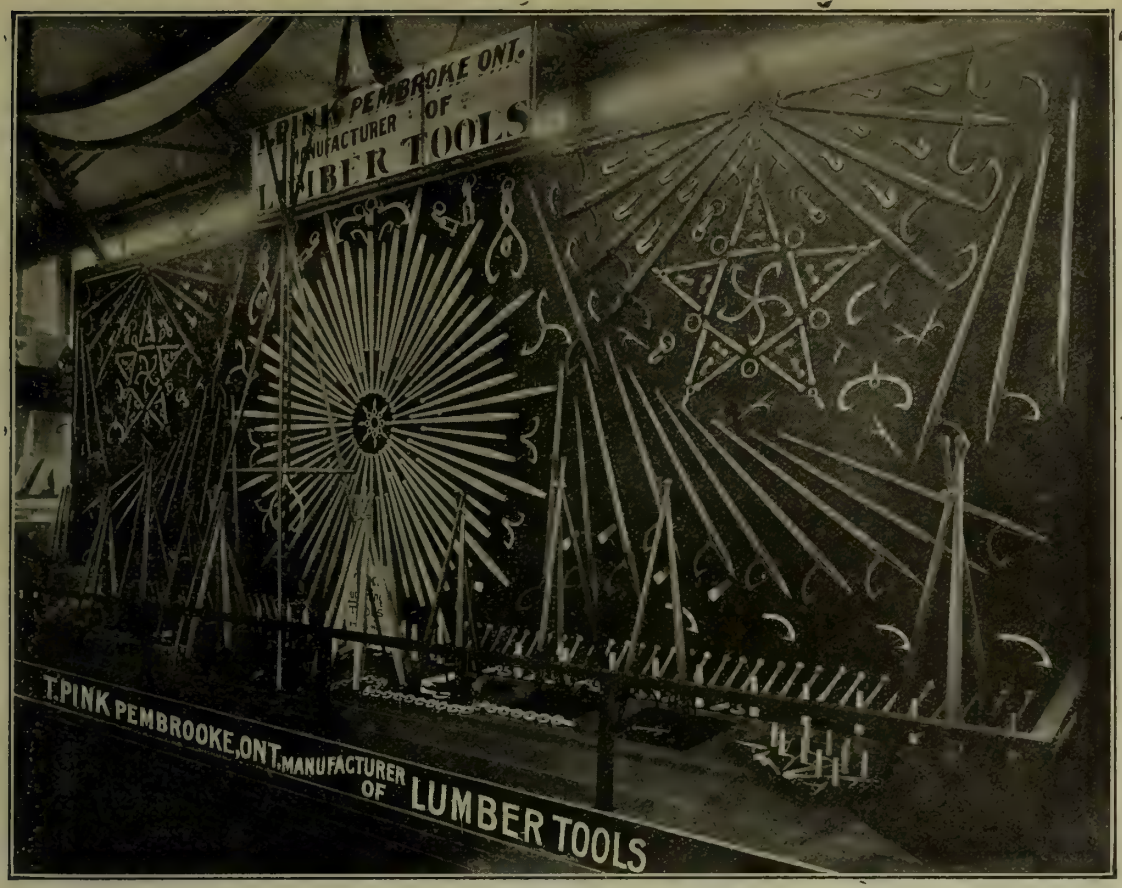
15 Cents

leaving a GOOD PROFIT for wholesaler and retailer. There is no brush in the market to equal this for appearance or value.

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, ONTARIO, CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside, no obstructions inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS, it's what are its convincing GOOD QUALITIES.

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

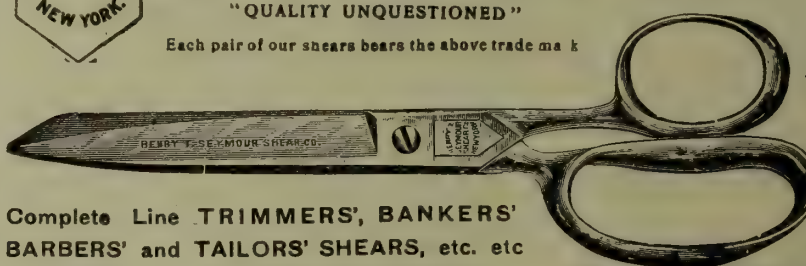
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS' SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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HERCULES

Sash Cord

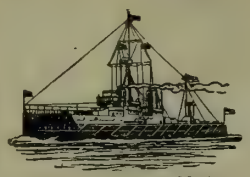
Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

THE PATENT "DREADNOUGHT" MILLING FILE



Registered Trade Mark

Will make a surface on Steel, Brass or anything, that it looks as if it were burnished, after cutting so rapidly that it will astonish you, on Steel or Cast Iron, and then again on Brass or Bronze without apparent loss of cutting quality. This will make you think. It made the British Government think, it made the Krupp Co. think. Made them think that it would pay to use the Dreadnought in every department, and now that they are using them extensively, their "Think" has turned to a certainty, that it does pay to use the Dreadnought, and in our own CANADA they are rapidly being adopted by the largest consumers.

JUST THINK:—This file CAN BE RE-SHARPENED MANY TIMES, without drawing the temper, thus making it "absolutely the cheapest file that can be procured anywhere."

JUST THINK:—If you try a sample order and are not perfectly satisfied with the goods, you may return them. We want your business and are determined to satisfy you, if you but give us the chance

Write for Price List and Catalogue to the nearest agent.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

NATIONAL FILE & TOOL CO, 2110 Alleghany Ave., Philadelphia, U.S.A. *FACTORY, 65 Dalhousie St.*

AGENTS { Halifax, N.S.—Austen Bros. / London, Ont.—London Engine Supplies Co., Ltd., Richmond St. / St. John, N.B.—The Jas. Robertson Co., Ltd. / Winnipeg, Man.—Bissett & Loucks, Limited / Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



1900 Staple Puller

3 PULLING POINTS

What it will do

Drive Staples
Pull Staples
Save Staples
Cut Wire
Straighten Wire
Stretch Wire

What it will save

Saves Wire
Saves Staples
Saves Old Fences
Saves Bending Wire
Saves Breaking Wire
Saves Buying Hammer
Saves Labor, Time and Money.

If your jobber cannot supply you, write us for illustration and prices.

Smith Hardware Co., Ltd.
Montreal, :: Can.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

METALS

ANTIMONY
COPPER
LEAD
TIN
ZINC

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

The Canada Screw Company

Limited

Wish Their Customers One and All

A Merry Christmas and Increased Prosperity for 1910

Hamilton, Ontario 24th December, 1909

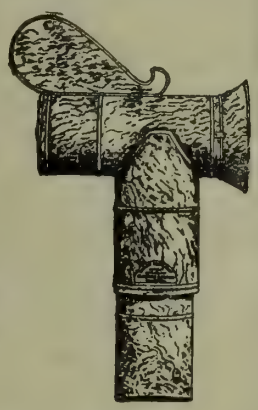
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Jan. 18, 1909.

J. W. Harris Mfg. Co., Ltd.
Montreal.

Gentlemen :—

Replying to yours of the 14th inst., as far as we are concerned your "J. W. Harris Rotary Ventilators" have always given entire satisfaction, and we are pleased to recommend them.

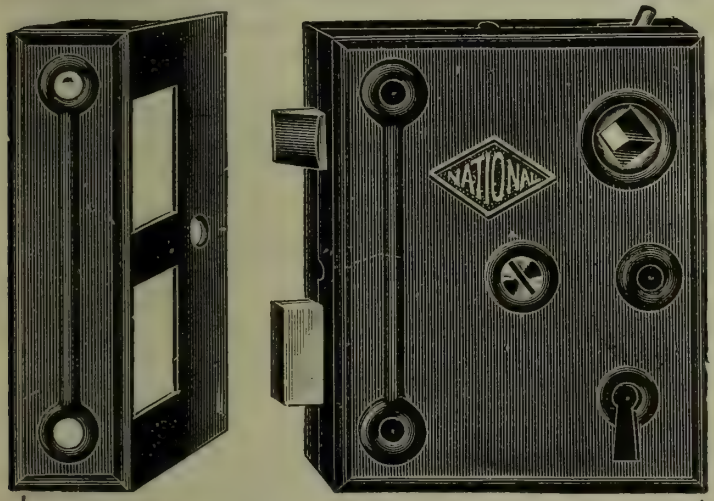
Yours truly,
Lariviere Incorporated.
591 St. Lawrence Boulevard.

Made by

THE J. W. HARRIS MFG. CO., LIMITED

CONTRACTORS

Montreal



Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best, strongest and most durable.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

TO ALL

WE WISH A

MERRY

CHRISTMAS

AND A

HAPPY AND

PROSPEROUS

NEW YEAR

P. D. DODS & CO.

LIMITED

MONTREAL.

Is Your House Warm?

That's the question to ask some of your customers. The house that is warm in winter is cool in summer. Our ***TARRED FELT*** and ***READY ROOFING*** and ***BUILDING PAPERS*** just meet such cases. ***DEMONSTRATE*** the brands you know to every owner of property. You will make a good friend for us and for yourself. ***OUTBUILDINGS*** and all the Stables, etc., can be made as cosy as possible by just a suggestion of common sense ***BUILDING PAPER.***

JOLIETTE and CYCLONE SHEATHING

WE ALSO MAKE WRAPPING PAPERS OF ALL KINDS

BLACK DIAMOND TARRED FELT

2 and 3 Ply

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb .. 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2¼ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅓ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 26
Tubing, iron pipe size, 1 inch base..	0 24

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot	14 25	14 50
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers', in sheets, 4x8 base		20 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	22 00
Middlesboro, No. 3 pig iron..	19 00	21 00
Summerlee, No. 2 " ..	20 50	23 50
Carron ,special	20 50	....
Carron, soft	20 25	....
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 50
Jarrow	....	21 75
Glengarnock	....	23 50
Radnor, charcoal iron	32 00	32 50
Deseronto charcoal iron	24 00	24 00
Ayresome, No. 3	....	20 00
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg.		27.50
Angles base	2 60	2 60
Common bar, per 100 lb	1 85	2 00
Forged iron "	2 00	2 10
Refined " "	2 10	2 25
Horseshoe iron " "	2 10	2 25
Band iron, No. 10 gauge base	2 15	2 30
Mild steel	1 85	2 10
Sleigh shoe steel	1 85	2 10
Iron finish machinery steel (domestic)	1 90	2 10
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 10
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird	....	0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
⅞ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 85
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright, 52 sheets	3 50	3 60

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 20	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 60	3 35	3 65	....
22-24	3 65	3 40	3 75	3 95
26	4 05	3 80	4 15	4 20
28	4 25	4 00	4 35	4 45

Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 35
26 " "	3 85	3 40
28 " (26 English).	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 38	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bu hinges, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70; 7 and 8 in. pipe, 40 p.c.
Light pipe, 60 p.c.; fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap,No.1	14 00	15 50
Stove plate	12 00	13 00
Malleable	9 00	08 00
Miscellaneous steel	7 00	6 00
Old rubbers	0 08½	0 09

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 60
Imported pig, per 100 lb	3 70	3 70
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 0)	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe, 27½ p.c.
Lead waste, 27½ p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 50 36 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 25
I X, 14 x 20 "	....	5 00
I X X, 14 x 20 "	....	5 5

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	....	6 75
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add60c. for coppering and $2 for tinning

THIS MARK ON CUTLERY

is, like the Sterling Mark on silver, a positive guarantee of sound quality. You can recommend



"PYRAMID" CUTLERY

to your customers with the assurance that they will be pleased with the purchase. Sold by all the Leading Jobbers in Canada.

Manufactured by NIXON & WINTERBOTTOM, Limited, at Sheffield, England

Extra net per 100 lb.—Oiled wire 10c., pring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Montreal, $2.65 for small lots and $2.55 for for carlots.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

PREPARED PAINTS.

	1 gal.	5 gal.
Barn (in bbls.)	0 70	0 90
" " tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 50
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 40
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	1 75
" 100-lb. drums	2 00
Bladders in bbls	2 15

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 25
Genuine, 100 lb. kegs, "	5 00	4 75
No. 1, casks, per 100 lbs	4 00	3 75
No. 1, kegs, per 100 lbs	4 50	4 25

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13½	
Water white "	0 15½	
Pratt's astral "	0 17½	
Castor oil, per lb	0 08	0 08½
Motor Gasoline single bbls	0 16½	
Benzine, per gal single bbls	0 15½	
Turpentine, single barrels	0 78	0 80
Linseed Oil, " raw	0 77	0 77
" " boiled	0 80	0 80

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		3 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		3 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 00
Stovepipe varnish, ½ pints, per gross		3 00

Beeswax, per lb., 40 cents.

Pine tar, half pint tins, 60 cents per doz.

Plaster of Paris, per bbl., $2.30.

Pure white shellac varnish, in barrels 1 75

Pure orange	"	1 70
No. 1 orange	"	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	5 85	6 10
Elephant Genuine	5 85	6 10
Lily Pure	5 40	5 55
Tiger Pure	5 50	5 50
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 85	7 00
" Anchor," pure	5 25	5 90
Ramsay's Pure Lead	5 40	5 55
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 65	5 90
Decorators' Pure	5 50	5 65

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 75
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	4 50	6 35

ANVILS.

Taylor-Forbes, prospectors	0 05
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ba'l, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft) 3

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60 and 10 per cent.

Standard, 60, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 1

Agricultural, not wider than 4 in., 75 per cen

Lace leather, per side, 30c.; cut laces, 35c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off

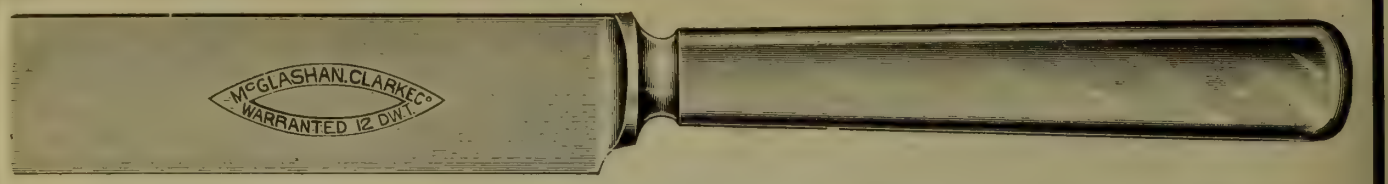
Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., 5½ to 6c.

Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces, "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	05
2 Ply complete, per roll	25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15



SPECIALIZE ON THIS KNIFE

which is made either for dessert or table use. Manufactured from finest English cutlery steel, 12-dwt. plate and hand burnished. Best grained celluloid handle, warranted secure. Put up in neat rack boxes of ½ a dozen.

SEND FOR OUR CATALOGUE.

McGLASHAN, CLARKE COMPANY, Limited - NIAGARA FALLS, CANADA.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English	2 00	2 05
"Laforge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50	
" adjustable, 4 in	7 60	
Carpenters, 3 feet	3 60	

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
6 " " "	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DRAW KNIVES.

Carpenters, 6 inch, doz	8 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 1-32 in., doz	0 57

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths		2 75
10 " " "		3 00
12 " " "		3 50
15 " " "		5 00

Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ⅜ inch per gross	9 00
" " ½ " "	10 00
" " ⅝ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web "	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 129, $16.10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" door hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—		
½ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes and hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil camp stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.		
No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain	"	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 60 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 8 inch, per doz	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.25 doz.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 05
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

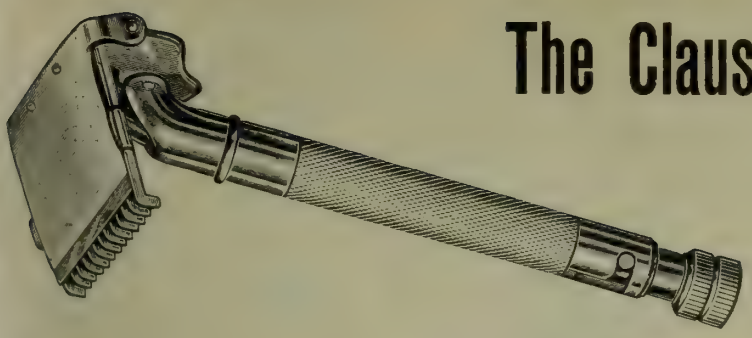
Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	18 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

Do You Want to Buy or Sell? **The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.**

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 25
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 5-ply twine	u 26
" 4-ply twine	0 30
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb	0 32½

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, 15 per cent

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65 1 00
North Bros., No. 30 per doz.	15 20

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch poin shoe rivets, 45; cheese box tacks, 85 and 10 trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 45 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	52 00
Favorite, 5 year, 1 in.	53 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

Acme Steel Goods Co..... 60
American Shearer Co..... 20
Anti Splash Filter Co..... 20
Armstrong Bros. Tool Co..... 21
Atkins, E. C., & Co..... 1
Atlas Mfg Co..... 21
Aylmer Pump and Scale Co..... 56

Barber Asphalt Paving Co..... 8
Barnett, G. & H. Co....outside back cover
Bemis & Call Hardware & Tool Co..... 12
Boker, H. & Co.....outside front cover
Boston & Lockport Block Co..... 12
Bowser, S. F., & Co., Ltd..... 53
Brandram-Henderson, Ltd..... 48
Brantford Roofing Co..... 10
Brown-Boggs & Co 15
Bryan, Thos., Ltd..... 9
Buffalo Mfg. Co..... 53
Burrow Stewart & Milne Co., Ltd..... 25

Cameron & Campbell..... 21
Canada Foundry Co..... 12
Canada Metal Co..... 2
Canada Paint Co..... 50
Canada Screw Co..... 64
Canada Steel Goods Co..... 6
Canada Wire Goods Mfg. Co..... 21
Canadian Pacific Railway Annual Ex.. 22
Canadian Hart Wheels..... 20
Canadian Logging Tool Co..... 15
Canadian Rubber Co....outside back cover
Canadian Sales & Mfg. Co..... 21
Carter-Crume Co..... 20
Caverhill, Learmont & Co..... 7
Chicago Flexible Shaft Co.....
inside front cover
Chicago Spring Butt Co..... 1
Clare, Little & Co..... 20
Clauss Shear Co..... 69
Collins Mfg. Co..... 20
Copp, W. J., Sons & Co..... 43
Coulson & Blakie..... 20
Covert Mfg. Co..... 14
Cummings, P. R..... 20

Davidson, Thos., Mfg. Co..... 16
Decatur Bull & Co..... 11
Dieckmann, Ferdinand..... 63
Directory of Manufacturers.....
Disston, Henry, & Son..... 14

Doda, P. D. & Co..... 65
Dominion Cartridge Co..... 24
Dominion Wire Mfg. Co..... 18
Dorken Bros..... outside front cover, 59
Dougall Varnish Co..... 51
Dowswell Mfg. Co..... 72
Dubuc, L. E..... 13

Enterprise Mfg. Co..... 6

Ford Auger Bit Co..... 13
Frothingham & Workman, Ltd..... 4

Galt Art Metal Co..... 52
Garfitt, T..... 12
Gendron Mfg. Co..... 19
Gibb, Alexander..... 20
Gilbertson, W., & Co..... 62
Gillette Safety Razor Co.....
Gourack Ropework Co..... 20
Greening, B., Wire Co..... 56
Grove Chemical Co..... 13
Gutta Percha & Rubber Mfg. Co.....
outside back cover

Hallam, John..... 20
Hamilton Bridge Co..... 54
Hamilton Cotton Co..... 63
Hamilton Rifle Co..... 59
Hamilton Stamp & Stencil Works..... 58
Hanson-Tilley, J. H., Co..... 63
Harris, J. W., Co..... 65
Hart & Cooley..... 9
Heinisch, R., Sons Co..... 62
Hemphill, T. W 20
Hingston Smith Arms Co..... 43
Hobbies, Ltd..... 58
Hogarth, Jas..... 38
Howland, H. S., Sons & Co..... 5
Hoyle, Robson, Barnett & Co..... 45

Imperial Varnish and Color Co..... 47
International Varnish Co..... 49

Jack, Watson, & Co..... 13
James & Reid..... 20
Jardine, A. B., & Co..... 63
Jessop, Wm., & Son..... 13
Johnson's, Iver, Arms and Cycle Works 45
Jones Bros..... 21

Kains, J. M., & Co..... 20
Kemp Mfg. Co..... 24
Kerr Engine Co.....inside back cover

Langwell & Sons..... 23
Leslie, A. C., & Co..... 45
Lewis Bros., Ltd..... 2
Lion Metal Co..... 17
Lockerby & McComb..... 63
London Foundry Co..... 55
London Rolling Mill Co..... 45
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co..... 66
McBrien Mfg. Co..... 23
McClary Mfg. Co..... 11 23
McDougall, R., Co..... 56
McGlashan-Clarke Co., Ltd..... 68
McKinnon Chain Co..... 59

Manufacturers' Sales Co..... 20
Maple City Mfg. Co..... 10
Martin, S. B..... 14
Martin-Senour Co..... 49
Maxwell, D., & Sons..... 58
Metal Shingle and Siding Co..... 12 52
Metallic Roofing Co..... 2
Montreal Rolling Mills Co..... 47
Montreal Smelting and Refining Works 21
Moore, Benjamin, & Co..... 52
Morris & Bailey Steel Co..... 54
Morrison, James, Brass Mfg. Co..... 23

National Hardware Co..... 65
Newman, W., & Sons..... 20
Nicholson File Co..... 71
Nickel Plate Stove Polish..... 53
Nixon & Winterbottom..... 67
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 53

Oakey, John, & Sons..... 63
Oneida Community..... 10
Ontario Lantern and Lamp Co..... 19
Ontario Wind Engine and Pump Co..... 20
Orford Copper Co..... 63
Oshawa Steam and Gas Fittings Co..... 13
Otterville Mfg. Co..... 12
Owen Sound Wire Fence Co..... 53

Page Wire Fence Co 51
Parmenter Bullock Co., The..... 21
Pearson, Geo. D. & Co..... 21
Pease Foundry Co..... 41
Pedlar People of Oshawa 14 21
Pelton, Godfrey S..... 51
Penberthy Injector Co..... 53

Pender, Jas., & Co..... 21
Peterborough Lock Co....inside back cover
Pink, Thos..... 61
Plymouth Cordage Co..... 55

Ramsay, A., & Son Co..... 51
Record Foundry Co..... 15
Robertson, Jas., Co., Montreal..... 54
Rodgers, Jos., & Sons..... 22
Royal Polishes Co..... 53
Ross Rifle Co..... 72

Samuel, M. & L., Benjamin, & Co..... 64
Schultz Mfg. Co., The..... 13
Seymour, Henry T., Shear Co..... 62
Sharratt & Newth..... 62
Sherwin-Williams Co..... 43
Simonds Mfg. Co..... 19
Simonds Canada Saw Co..... 9
Smith Hardware Co..... 63
Stairs, Wm., Son & Morrow..... 71
Standard Chain Co..... 54
Standard Paint and Varnish Co..... 51
Stanley Rule and Level Co..... 10
Star Expansion Bolt Co..... 56
Steel Trough and Machine Co..... 21 22
Stephens G. F..... 41
Stevens-Hepner Co..... 60
Stewart, Jas. Mfg. Co..... 18
Still, J. H., Mfg. Co.....inside back cover

Taylor-Forbes Co.....outside front cover
Terry, Herbert, & Sons 58
Thompson & Gunn..... 20
Toronto Furnace and Crematory Co.. 22
Toronto Plate Glass Importing Co..... 21

U.S. Fire Protection Co..... 12

Want Ads..... 51
Warren Mfg. Co..... 21
Watson Jack, & Co..... 13
Wilckes, Martin, Wilckes Co 8
Wostenholm's Cutlery..... 9
Western Wire and Nail Co..... 21
White Mop Wringer Co..... 22
Whitman & Barnes Mfg. Co..... 62
Wiebusch & Hilger, Ltd..... 23
Winnipeg Ceiling and Roofing Co..... 41
Winnipeg Paint and Glass Co., Ltd..... 43
Wright, E. T., & Co..... 18

CLASSIFIED LIST OF ADVERTISEMENTS

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Ford Auger Bit Co., Holyoke, Mass.

Ash Sifters
The McBrien Mfg. Co., Ltd., Toronto

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.
Geo. Langwell & Son, Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
Starr Mfg. Co., Dartmouth, N.S.

Bolts---Expansion
Star Expansion Bolt Co., New York

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs---Galvanized and Plain
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chain
Decatur Bull & Co., Montreal.

Chucks
Ryall Tool Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers---All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Pulleys
The U. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery---Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S, Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills
Decatur Bull & Co. Montreal.

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drill Heads---Extension
Star Expansion Bolt Co., New York

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
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Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bullock Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing---Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Filters
Anti-Splash Filter Co., Owen Sound, Ont.

Firearms and Ammunition.
Decatur Bull & Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Ryall Tool Co., Montreal

Glue.
Grove Chemical Co., Appley Bridge, Eng

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Smith Hardware Co., Ltd., Montreal
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.
Jas. Pender & Co., Ltd., St. John, N.B.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
Smith Hardware Co., Montreal

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors---Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

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Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

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Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Clare, Little & Co Saskatoon, Sask
Smith Hardware Co., Montreal

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mining Drills
Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
McBrien Mfg. Co., Toronto
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Englan
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portable Ovens
Warren Mfg. Co., Toronto

Portland Cement.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Decatur Bull & Co., Montreal.
Nixon & Winterbottom Sheffield Eng
Smith Hardware Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

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Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto.

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rubber Stamps
Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw-drivers
Decatur Bull & Co., Montreal

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice
Hercules Shaft Splice Co., Stratford, On

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stamped Metal Plates
Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Steel Stamps
Hamilton Stamp and Stencil Works, Hamilton

Stencils
Hamilton Stamp and Stencil Works, Hamilton
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, On

Stove Repairs
Jones Bros., Toronto

Structural Steel.
The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tackle Blocks
Boston and Lockport Block Co., East Boston, Mass.

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
The McBrien Mfg. Co., Toronto

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Toe Calks
Jas. Pender & Co., Ltd., St. John, N.B.

Tools—All Kinds.
Howarth, James, & Sons, Ltd., Sheffield.
Wm. Jessop & Sons, Sheffield, Eng.

Trade Checks
Hamilton Stamp and Stencil Works, Hamilton

Trimmers and Snips
Decatur Bull & Co., Montreal.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

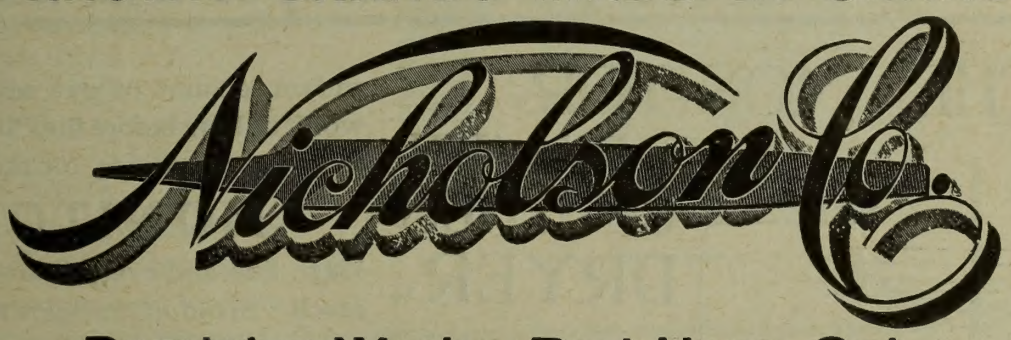
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Gendron Mfg Co., Toronto
Woodstock Wagon Co., Woodstock

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
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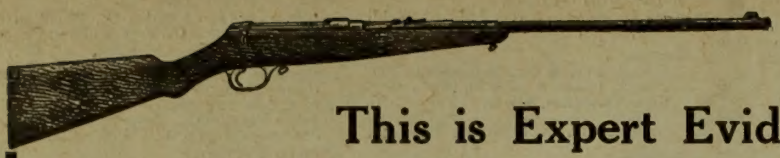
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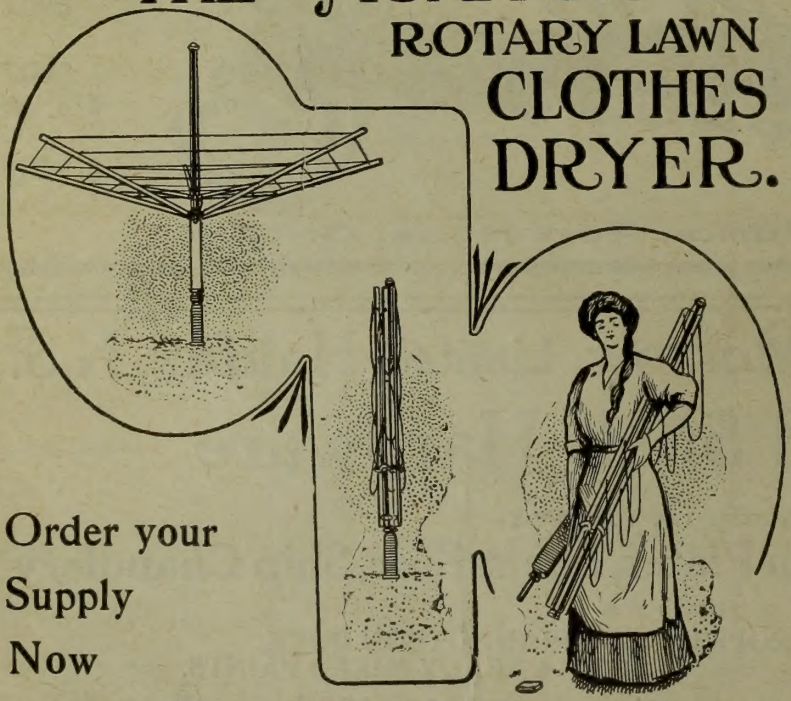
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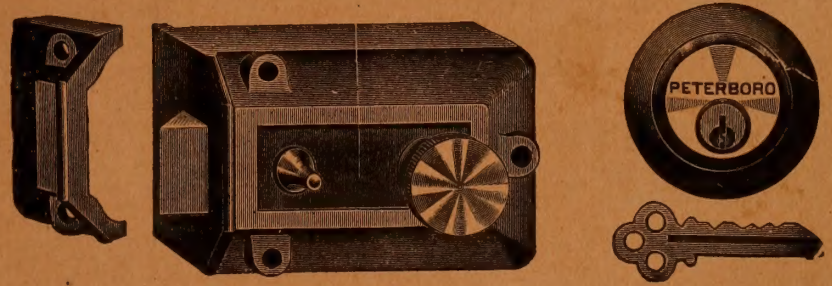
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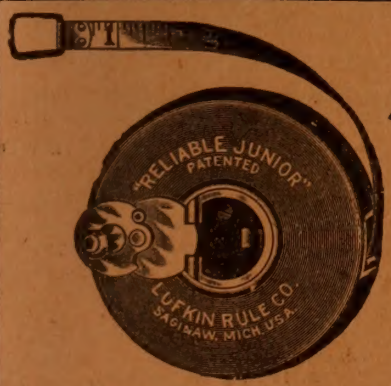
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